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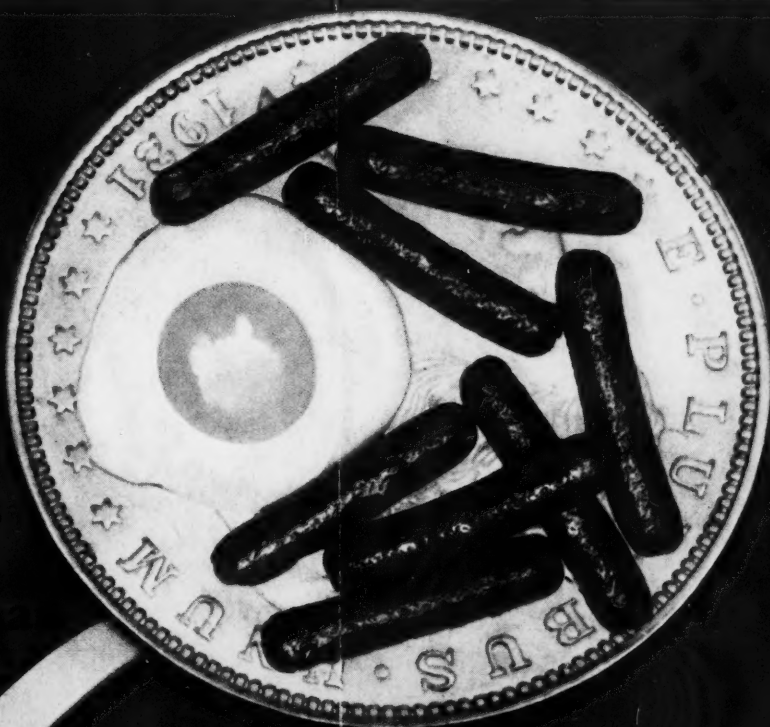
MAY 13, 1961

News and Views  
Standardized Shipping Rack  
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# Provisioner

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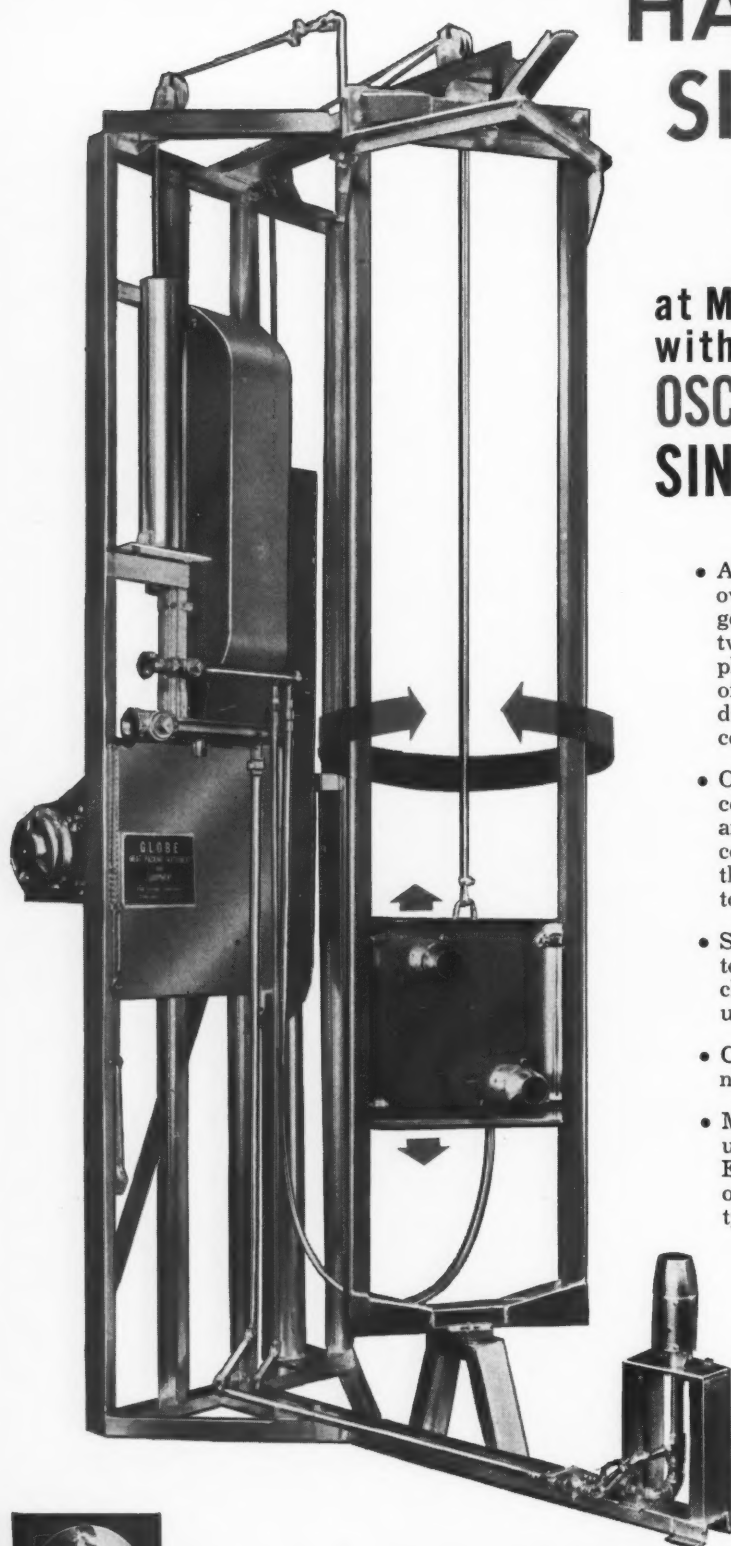
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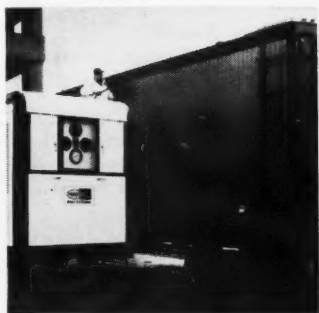
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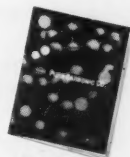
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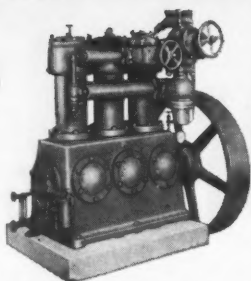
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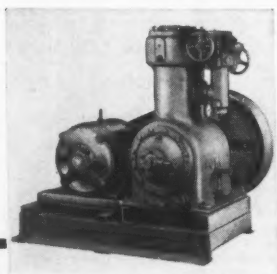
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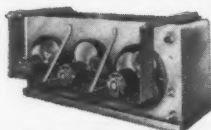


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VOLUME 144 MAY 13, 1961 NUMBER 19

# THE NATIONAL Provisioner



15 W. Huron St., Chicago 10, Ill.

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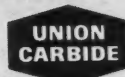


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Adds profit without adding a man or machine

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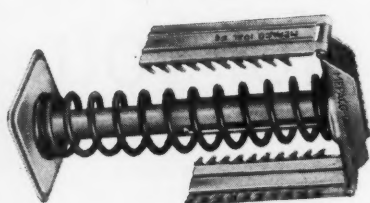
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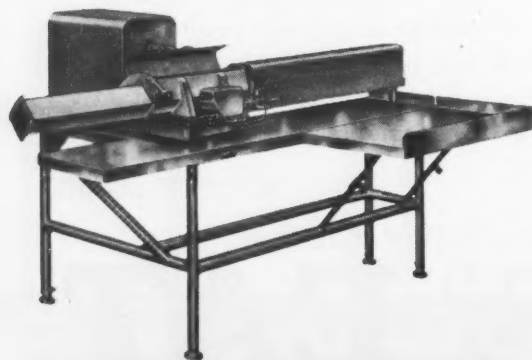
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# HEAT & EAT

## PORK SAUSAGE

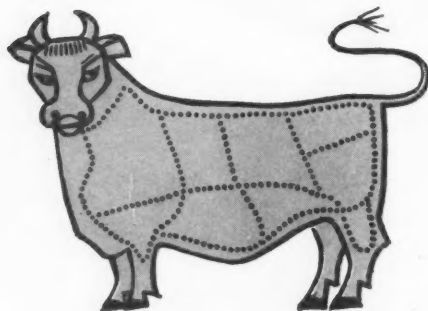
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## PROVISIONER

May 13, 1961

VOLUME 144 NO. 19

## Let's Diet, Not Stuff

We have come to approach the task of examining and forming an opinion on each new proposal for the alleviation of the lot of American agriculture with increasing distaste. We suppose there is measure in all things, and that the terms "bad," "worse" and "worst" might be applied with meaning to various farm bills; if so, the last tag seems to fit the Administration's current proposal.

As we interpret the bill it would permit the establishment of "combines" for many farm commodities, staffed and directed in policy by the hierarchy of the U. S. Department of Agriculture and by marginal producers. These combines, through various devices, would attempt to dictate the conditions under which segments of agriculture would be allowed to operate and the prices which consumers would be required to pay for farm products. We cannot imagine any program better calculated to freeze the farm problem, to discourage technological advance and to perpetuate the situation of too many people farming too many acres with minimal effectiveness in their use of capital and a discouraging return for their labor and expenditures.

Perhaps the measure would make it possible to insulate and to save temporarily thousands of marginal farmers; this would be accomplished, however, at the price of stifling the initiative of tens of thousands of other farm operators.

Even though livestock may be specifically exempted under the law, the operations of several of the commodity combines would soon exert unhealthy control over the activities of livestock producers. Moreover, in view of the sharp competition that already exists between different segments of farming, the legislation would bring about a condition similar to anarchy in the agricultural field.

While the Administration proposal may be the worst, all of the farm bills introduced since the 1920s have been bad because they have sought to delay by "interposition" the necessarily painful economic process by which this economic problem ultimately must be solved.

It should be apparent by now that the doctors—the professional agricultural uplifters, whether Republican or Democratic, association or union—have been wrong. The farm affliction is more akin to diabetes than malnutrition and dieting rather than stuffing seems to be indicated as a remedy.

## News and Views

**Officers Of** the new Tennessee Independent Meat Packers Association, elected at the group's organizational meeting May 6 in Nashville, are: president, D. G. Odom, jr., Odom Sausage Co., Inc., Madison; vice president, W. E. Godwin, East Tennessee Packing Co., Knoxville; secretary, Jim Foutch, J. J. Foutch & Son Packing Co., Cookeville, and treasurer, Bill Hardison, Rudy Sausage Co., Donelson. Members of the board of directors, in addition to the officers, are: Bill Fletcher, Fletcher Bros. Packing Co., Lenoir City; Joe Lay, T. L. Lay Packing Co., Knoxville; Ted Wampler, Wampler Wholesale Meats, Inc., Lenoir City; L. K. Needham, Purity Packing Co., Powell Station; Robert Baltz, Baltz Bros. Packing Co., Nashville; Bill Jacobs, Jacobs Packing Co., Nashville, and Ben Fineberg, Fineberg Packing Co., Memphis. Hardison and Foutch were appointed to draft a charter for the association, while Lay, Needham and Wampler were named to devise membership application forms, certificates of membership and fees.

**The Ham Hassle** attracted about 75 persons to the fourth public hearing on May 6 in Minneapolis, while the fifth hearing on May 8 in Denver was attended by 41 persons. Seventeen witnesses testified in Minneapolis and 12 in Denver. One of the most convincing arguments in Minneapolis was presented by Dudley Smith, secretary-treasurer of Eliott Packing Co., Duluth, who said his company at first opposed the new regulation but had been forced by competition to produce the more moist ham. The product has met with enthusiastic response and the company's ham business has increased 81 per cent this year over the year-earlier figure, Smith said. Witnesses supporting freedom of choice for the consumer at Denver included Patrick Lynch, general manager of the Denver plant of The Cudahy Packing Co. and Arthur L. Sigman, president of Sigman Meat Co., Inc., Denver. (See page 14 for packer testimony at Chicago.)

**As The Healthy** livestock industry protested that the "medicine" offered by the Administration's omnibus farm bill (S-1643) could only debilitate its members, and asked that livestock be deleted from the bill, Secretary of Agriculture Orville L. Freeman insisted last week that all commodities should be covered. When Senator Milton R. Young (R-N.D.) told Secretary Freeman at the Senate agriculture committee hearings that he would "get into deep trouble" if he tried to use the legislation to develop price supports for beef cattle, the Secretary replied that he had no price supports for cattle in mind. P. O. Wilson, National Livestock Producers Association, added his voice last week to groups fighting the threat of controls. Appearing at House agriculture hearings on the companion measure (HR-6400), Wilson said the bill should be rejected.

**The New York** State Meat Packers Association has called a meeting for 8 p.m. Thursday, May 25, at the Hotel Ten Eyck in Albany to discuss plans for participating in the forthcoming State Agriculture Department hearings on rules and regulations to be promulgated under the new mandatory meat inspection law. Everyone engaged in the meat industry in the state is invited to the meeting.

**While Questioning** the sufficiency of the \$23,801,000 budget request for federal meat inspection in fiscal 1962, John A. Killick, executive secretary of the National Independent Meat Packers Association, and L. Blaine Liljenquist, vice president of the Western States Meat Packers Association, recently urged the House subcommittee on agriculture appropriations to provide at least that much.

# New AMI Truck Shipping Racks Cut Handling Costs and Improve Protection Of Product Quality

LEFT (top): R. N. Roegner, supervisor, materials handling for Armour and Company, shows with a scale model how the setup aluminum bins would ride on the new wooden rack with a load of cellar cuts, eliminating tedious piece handling at both terminals. RIGHT (top): Roegner illustrates with the model how the proposed collapsible aluminum bin would break down. BOTTOM: The difference in width and the height between old (front) and new racks (back) is evident in this photo. The old racks have to be overlapped to fit into an insulated truck body, knifing into load. The other loading alternative, placing one rack crosswise, blocks flow of air.



**A** WOODEN rack standardization program that will protect quality of perishable meats in shipment, reduce the cost of handling packaged products about 5¢ per cwt., eliminate costly practices in present methods of rack return and free trucks and drivers from long waits at loading and unloading docks was outlined by members of an American Meat Institute committee last week to a meeting of packers and major truck carriers. Forty-two trucking companies and 11 meat packers were represented.

Donald MacKenzie, director, department of packinghouse practice, American Meat Institute, introduced H. O. Mathews, vice president of transportation and distribution, Armour and Company, who presided.

R. N. Roegner, supervisor of materials handling for Armour, who directed the basic methods studies, presented the findings and recommendations of the AMI committee which worked with other association committees devoted to merchandis-

ing, transportation and production.

Members of the AMI steering committee that evolved this program included, in addition to MacKenzie and Roegner, Jack McMann, transportation manager, Agar Packing, Co., Chicago; E. H. Flitton, vice president, Geo. A. Hormel & Co.; John Spohn, general fleet and transportation manager, Oscar Mayer & Co., and Ken Woodruff, jr., engineering division of Hygrade Food Products Corp.

The proposal calls for joint adoption by the meat packing industry, common carriers and cooperating retailers of a new wooden rack on an exchange basis. This rack, the dimensions and construction of which were developed by Armour through plant testing, is designed specifically for use in a refrigerated truck body. Its primary function is to assure air flow under the load and its secondary function is to provide a convenient and inexpensive device for unitizing shipments.

**DESCRIPTION:** The rack (de-

tailed specifications are shown in Figure 1) is a 32-in. x 40-in. single deck unit with three 2-in. x 4-in. stringers. It will replace in truck shipments the older 24-in. x 46-in. rack with two 2-in. x 2-in. stringers. The older rack fits rail refrigerator cars but is a misfit for the motor truck. Inside widths of most truck and trailer bodies vary from 84 to 89 in. and the older type of rack cannot be placed two abreast; the shipper must either overlap two racks, with one wing knifing into the packaged material, or place one rack perpendicular to the other, impairing air circulation under this portion of the load. The new racks can be fitted two abreast in any trailer without difficulty.

Stringers on the new rack are made 2 in. higher for two reasons. First, better air flow is obtained under load. In tests on runs to Florida it was found that bottom load temperatures in a truck equipped with the new racks were 13° lower than in the truck using the old type.



Top load temperatures of 35° F. were the same in the test and control rigs. The lower temperature is an important factor for the packer shipping frozen products, according to Roegner. The Association of Food and Drug Officials of the U. S. (AFDOUS) has proposed a code that would set 0° F. as the maximum temperature for frozen product on delivery. Reflective heat and tire heat make the bottom of the load the warmest area in the insulated trailer. The higher stringer height might eliminate the need for floor corrugations and recapture space for the loose loading of dry material.

Second, raising the height of the stringer makes it possible to handle loaded racks with power and hand trucks. This has been demonstrated at the St. Paul plant of Armour. The fork of a walkie power unit slips easily into the 4-in. space below the rack's deck.

The fact that it can be handled by an industrial truck makes this rack suitable for unitized loads. Since this wooden rack will be part of the trucker's equipment, it is the only device for unitizing loads that is economical, according to Armour's intensive research in this area. The loading economies gained by use of other devices, such as expendable paper pallets and regular wooden pallets, are offset by their high first cost or difficulty encountered in controlling returns.

Armour's study indicates that an

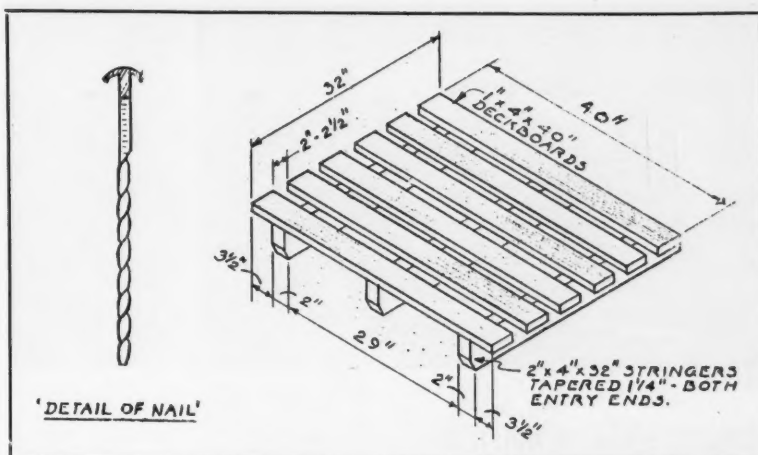


FIGURE 1: 1. Yellow pine deckboards and runners, except entry boards of birch or oak; boards free of splinters or furry surfaces. 2. All kiln-dried lumber surfaced on four sides. 3. Hollow oval headed screw type nails (see detail). 4. Entry boards—predrill three outside nail holes on each entry board (total six holes). 5. Maximum total truck rack weight not to exceed 27 lbs. 6. Rectangular dimension of 32 in. x 40 in. must not be exceeded. 7. Moisture content not to exceed 20 per cent. 8. One side of stringer to be burn branded AMI STD. and rack supplier's name. 9. Nail is 2½ in. long and is 10 gauge.

average of 5¢ per cwt. can be saved in loading a truck with product on the new wooden rack. The saving may be as high as 15¢ per cwt. on a straight provisions truck load. While some shipments will not lend themselves to this kind of loading because of the product mix, it is believed that 65 to 75 per cent of all packinghouse products are suitable

for handling in this manner.

**GREATER LOAD:** The economy of this loading method is derived in part from the unit weight the employee is handling. In piece loading, he handles 20 to 50 lbs., while on the loaded rack he can move about 1,500 lbs. of product with the aid of the industrial truck.

Density of loading is not affected by the method. If full use of the truck's cube is desired, the piece material can be stacked on top of the packaged goods.

Any portion of a common carrier or packer truck that can be loaded in this manner results in savings at the shipping and receiving ends. In a film shown at the meeting, a full Central Wisconsin Motor Transport Co. trailer was unloaded in 35 minutes by an operator using a hand fork truck. This efficiency was attained in spite of a low dock. Employing piece handling, i.e., lifting each shipping container and placing it on a two-wheel hand or flat truck, the same unloading operation would have required about 2½ hours, observed Roegner.

In the movie one load was straight packages of fresh meats, refinery products and canned meats, while the other was a mixed load with both hanging and slack barrel items included.

The economy of rapid unloading appeals to the meat industry's customers, Roegner pointed out. He said that he has attended four meetings with retailers in which the de-

[Continued on page 18]



INDUSTRY MEMBERS attending the AMI rack development meeting included (first row, l. to r.): J. F. Forrai, traffic manager, Patrick Cudahy, Inc.; A. J. DeCaboote, operating department, Cudahy Packing Co.; H. J. Owens, assistant general traffic manager, Wilson & Co., Inc.; C. C. Hibbard, general traffic manager, Hygrade Food Products Corp.; Donald MacKenzie, director, department of packinghouse practice, American Meat Institute; Edward H. Wirtz, assistant general traffic manager, Swift & Company, and D. A. Chute, manager, transportation department, Armour and Company. In second row, left to right, are W. E. Lemke, transportation department, Cudahy Packing Co.; L. A. Reedquist, general traffic manager, John Morrell & Co.; Thomas Vincent, transportation manager, The Rath Packing Co.; Robert A. Propf, general transportation manager, Geo. A. Hormel & Co.; John E. Spohn, general fleet and transportation manager, Oscar Mayer & Co.; Arthur B. Field, traffic department, Swift & Company, and H. O. Mathews, vice president of transportation and distribution for Armour and Company, Chicago.



## GREAT HAM HEARINGS

# Evidence Shrivels 'Case' Against 110% Product

**A**RGUMENTS posed by critics of the added-moisture ham at the Chicago ham hearing last week "shrank" rapidly during the afternoon session as packer spokesmen presented evidence that the 110 per cent ham is a superior product in many ways, emphasized that flexibility is needed to meet the range of consumer desires and expressed their willingness to indicate moisture content on the label. (The morning testimony was summarized in the May 6 NP.)

Appearing as witnesses for the American Meat Institute in support of the December 30 ham regulation of the U. S. Department of Agriculture were: Roy Stone, secretary and assistant treasurer of the AMI; Russell Ives, director of the AMI department of marketing; Dr. George E. Brissey, associate director of research for Swift & Company, Chicago; Morris Gottlieb, former vice president of Market Facts, Inc., which conducted a study of consumer ham preferences, and Rachel Goold, director of the home economics department of The Rath Packing Co., Waterloo, Ia. The AMI evidence is being presented at each of the eight USDA public hearings, which will wind up May 17 in Washington.

Richmond Unwin, assistant to the president of Reliable Packing Co., Chicago, and Roy V. Edwards, vice president of Wilson & Co., Inc., Chicago, also testified in favor of the regulation at the Chicago hearing.

Overlooked in uninformed discussion of the USDA's action to permit greater flexibility in ham processing is the fact that consumers got added-moisture hams before the December

30 ruling and still will get them if the new federal regulation is rescinded, Roy Stone pointed out in an opening statement on behalf of the AMI. "The only question," he stressed, "is whether the ham will be produced in a federally inspected or non-federally inspected plant."

The AMI's support of the present regulation, Stone said, "is based on the belief that all meat packers and processors should have equal opportunity to produce and offer for sale all kinds of hams that consumers have shown a desire to purchase." He noted that the regulation is permissive in that it allows federally inspected plants to produce the more moist smoked hams as well as the drier types and added:

"There has been ample evidence in recent years that homemakers are going to buy the kind of hams their families prefer, regardless of what regulations are in effect. We believe it is better for all concerned—the

PRESENTING USDA's background statement on regulation governing moisture in smoked pork products is Dr. W. L. Popham, ARS deputy administrator. Chicago hearing took place in U. S. Courthouse. Presiding officer is Carl R. Bullock, USDA Office of General Counsel. In center is court reporter. Press table is at right. The May 4 hearing in Chicago attracted more than 100 persons, including 23 witnesses. Thirteen spoke in favor of the regulation or for elimination of moisture limitations, and 10 witnesses voiced opposition.

producer, the processor and the consumer—if the customer who wants to buy a moist ham can buy one produced in a federally inspected plant as readily as she can buy one produced in a non-federally inspected plant."

**FACTS VS. FICTION:** Russell Ives directed his testimony at criticism revolving around two main accusations: 1) that water used in processing hams is sold at "ham prices," and 2) that using additional moisture in ham processing "cannot possibly improve the product."

On the first point, he said, "the facts are that the per-pound price of a moist ham is substantially less than that of a dry ham. For instance, a recent check on packer sales of hams in the Chicago area showed the pre-Easter market to have been about as follows: Smoked hams (uncooked, +10 per cent moisture), 44½¢ per lb. Fully cooked hams (no added moisture), 48½¢ per lb. This



AMI WITNESSES are (l. to r.) Roy Stone and Russell Ives of staff; Dr. George E. Brissey, Swift & Company; Morris Gottlieb, market researcher, and Rachel Goold, The Rath Packing Co. They supported MID regulation, refuted arguments that consumers are paying "ham prices for water," and presented findings on consumer preferences and product shrinkage at the hearing.

was a difference at the wholesale distribution level of 4¢ per lb."

Ives said an analysis of the retail food ads in several major cities throughout the country for the Thursday prior to Easter showed that retail prices also reflected this differential, with the fully cooked ham generally selling for about 5¢ per lb. more (see Exhibit B). "An



**HOUSEWIFE** Dorothea Privo, who claimed that 110 per cent ham "squirts," talks to USDA's Dr. W. L. Popham (left) and Dr. A. J. Malanoski, chemist in charge of MID's Chicago laboratory, during a hearing recess.

cent and one to 110 per cent. Results of the cooking test showed there was less total shrink and less loss through drippings in the 110 per cent ham than in the 100 per cent ham although the differences were not great, Ives reported. An expert taste panel also preponderately favored the 110 per cent ham with respect to appearance, texture, tenderness, flavor and juiciness although the testing agency concluded that the differences in preference between the two products were substantial only in regard to tenderness. Nine out of 10 panel members preferred the 110 per cent ham on the tenderness point.

**DROP IN F.I. CURE:** Ives noted that the total market for hams after 1958 "shifted very noticeably away from plants operating under federal inspection to plants which were not prohibited from, and were producing, the more moist products." He presented figures (Exhibit A) show-

**AMI EXHIBIT B: ADVERTISED PRICES FOR HAMS IN SEVERAL MAJOR CITIES, THURSDAY, MARCH 30, 1961**

City and Kind of Ham	¢ Per Pound				
	Hams	Half	Shank Portion	Butt Half	Butt Portion
Canton, O.					
Fully Cooked	55	49		59	
Smoked	49	43		55	
Hutchinson, Kan.					
Fully Cooked	47	47		55	
Smoked	45	45	35		47
Syracuse, N.Y.					
Fully Cooked	52	43		55	
Smoked	47	37		43	
Rochester, N.Y.					
Fully Cooked	52	43		55	
Smoked	47	37		49	
Atlanta, Ga.					
Country Cured	89				
Smoked	49		35		43
Cleveland, O.					
Fully Cooked	55	49		59	
Smoked	49	43		55	
Washington, D.C.					
Fully Cooked	55	55	45		
Smoked	49	49	39		

Source: Compiled from food page ads appearing in daily newspapers of cities shown.

interesting exception to this pattern," he noted, "was the 40¢ spread between country-cured and smoked ham prices advertised in Atlanta, Ga. The dry, country-cured ham was, of course, the higher priced."

The 4-6¢ differential still was apparent in Chicago area stores visited in the week after Easter, and head-quarter offices of several prominent chains and supermarkets contacted by the AMI also confirmed the pre-Easter week differential of 4¢ to 5¢ between smoked and fully cooked hams, Ives reported.

These price differentials reflect the fact that the meat industry is highly competitive, he explained. "The fact that some 1,000 processors are competing for the ham business of several thousand retailers, and

that these retailers are, in turn, competing for the purchases of several million consumers assures the public that it is getting its money's worth."

Any idea that additional moisture in processing could not improve the product, Ives continued, "is not borne out by the experience of the market place." He noted that this is true with respect to many food products in addition to meat. Most consumers, for example, apparently prefer the more moist packaged bread sold in supermarkets rather than the drier bread produced in a local bakery. "Who is to say that either group is right or wrong?" asked Ives. "It is simply a matter of personal preference."

The argument that the additional moisture "simply cooks out" of smoked hams also was refuted by Ives. He presented results of a test conducted for the AMI by What's New in Home Economics Counseling Services and Experimental Kitchens, an affiliate of Reuben H. Donnelly Corp. Ten pairs of smoked hams were used in the test. One ham of each pair was pumped to 100 per

**AMI EXHIBIT A: F.I. Pork Production (Unprocessed Weight) vs. Pork Placed in Cure, 1951-60**

Year	Million Pounds		%
	Pork Production	Pork Placed in Cure	
1951-55 Average	7,969	3,484	43.9
1956	8,638	3,645	42.2
1957	8,043	3,366	41.9
1958	8,110	3,336	41.1
1959	9,432	3,588	38.0
1960	9,149	3,469	37.9

Source: Official reports of the USDA.

ing that the f.i. plants placed only 37.9 per cent of their pork production in cure in 1960, against 41.9 per cent in 1958 and the 1951-55 average of 43.9 per cent.

"Since we know of no reason why more of the federally inspected pork production was eaten in fresh form than formerly, it's reasonable to conclude that this declining percentage was due mainly to federally inspected packers being forced to sell fresh or frozen hams and picnics to processors not operating under the federal regulation then in force," Ives declared.

He added: "While it is too early for the results to show up in the statistics, it is a fact that ham processing has started to move back into federally inspected channels."

In conclusion, Ives said: "The Institute agrees that consumers are entitled to know the characteristics of the products which they are buying. In the case of hams, the Institute had assumed that this was already the case, by virtue of regulations which specifically prescribed the amount of moisture content which fully cooked smoked hams and cook-before-eating smoked hams are permitted to have. If the

[Continued on page 40]



**RETENTION OF MID** rule was urged by Richmond Unwin, Reliable Packing Co.; Roy V. Edwards, Wilson & Co., and J. H. Wishart, Amalgamated Meat Cutters and Butcher Workmen. Herman C. Aaberg (right, with presiding officer Carl R. Bullock in background), American Farm Bureau Federation, asked elimination of moisture limit. May 6 NP covered testimony of Wishart and Aaberg.



# Swift's ProTen Process Given Achievement Award at IFT 1961 Meeting

**D**ISCOVERY and refinement of ProTen, an ante mortem injection of a highly refined papain solution for tendering beef, earned for Swift & Company the Food Technology Industrial Achievement Award from the Institute of Food Technologists.



PAUL A. GOESER

In announcing the 1961 winner, Col. C. S. Lawrence, executive secretary of the IFT, stated that the judges who made this decision include six nationally known food technologists employed by academic or non-profit organizations, and three who are representatives of non-related commercial food industries. To qualify



JACK F. BEUK



DR. W. O. REECE

for the award, Swift's contribution proved to be an outstanding food process representing a significant advance in the application of food technology to food production.

The ProTen process has demonstrated that scientific technology can



SURVIVAL on canned foods after atomic attack was dramatically portrayed by American Can Co. at the annual convention of the Institute of Food Technologists. A replica of the most practical and least expensive fallout shelter recommended by the Office of Civil and Defense Mobilization was displayed in the Canco exhibit area. The shelter was fully equipped to meet the emergency needs of two adults and one child for a two-week period, and was manned during the daytime hours, when a noon meal was actually prepared.

overcome some of the inherent variations of meat raw materials. The product resulting from the process



H. F. BERNHOLDT



DR. J. M. HOGAN

is a meat carcass containing uniformly distributed levels of the enzyme papain so designed to produce a tender cooked meat item when subjected to standard cooking temperatures. The ante mortem injection of a tenderizing enzyme by the technique has not only raised the tenderness level of all grades of cattle but has overshadowed the tenderness variation within a grade.

As winner of the award, Swift was presented a large bronze plaque at the 21st annual meeting of the Institute of Food Technologists, which was held May 7-11 at the Statler Hilton Hotel in New York City.

Five Swift scientists were presented engrossed plaques at the same time, for their efforts in making the achievement possible: Paul A. Goeser, one of the originators of the con-

cept; Harry F. Bernholdt, who has taken the laboratory concept and put it into commercial application; Dr. William O. Reece, whose knowledge and skill as a veterinarian have been utilized in successfully working out the injection and animal handling techniques; Dr. John M. Hogan, one of the original men who devised the overall concept of ante mortem injections utilizing enzymes, and successfully prepared an enzyme solution from papain which makes the process possible; and Jack F. Beuk, who worked with Dr. Hogan in developing processing and control techniques for the production of the enzyme solution used in the Swift process.

**IFT HEAD:** Dr. Harold W. Schultz, head of the department of food and dairy technology at Oregon State College, Corvallis, became the president of the Institute of Food Technologists. He had been named president - elect last year.



DR. H. W. SCHULTZ

Dr. Schultz has been department head at Oregon State since 1953. Before that, he had been with Swift & Company research laboratories [Continued on page 57]



# Heat-in-bag foods get every packaging advantage with pouches of Mylar®



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\*Du Pont registered trademark

Authorized Converters of Du Pont "Mylar" can help you with heat-in-bag packaging. For their names write Du Pont Company, Film Dept., NP, Wilmington 98, Delaware.

## AMI's Davison Receives SMI Trade Relations Award, Lashes at Farm Bill's Threat to Agriculture

Homer R. Davison, president of the American Meat Institute, was honored by Super Market Institute this week for his efforts to bring about a closer liaison and better understanding among all segments of the food industry. SMI's William H. Albers Trade Relations Award for 1961 was presented to Davison at the group's



AMI PRESIDENT Homer R. Davison (left) is congratulated by Richard Waxenberg, SMI president, after accepting trade relations award.

24th annual convention in Chicago by Richard Waxenberg, president of the SMI and president of Eagle Food Centers, Rock Island, Ill.

The AMI president is the seventh recipient of the award, established to perpetuate the ideals of William H. Albers, who served as president of SMI from 1937 to 1944.

Waxenberg cited Davison's work on President Eisenhower's National Agricultural Advisory Commission, the National Food Conference Committee, the Fifth International Food

Congress to be held for the first time in America next year, the executive committee of the National Institute of Animal Agriculture, the agricultural committee of the United States Chamber of Commerce and the National Brucellosis Eradication Committee. Especially noted was the emphasis Davison has placed in the last two years on the AMI department of retailer relations, formed to cement better understanding between packers and retailers.

Davison, who returned to Chicago from Congressional hearings on the omnibus farm bill to accept the award, emphasized the great changes occurring in the meat industry and said he is "appalled at some of the suggestions" being made in Washington, D. C. Like every business, agriculture "must produce what people will buy," he declared. "Under our system, it must have a profit to expand and serve more people, better. It needs a vast flexibility—not the dead hand of controls, and quotas, and frozen prices—not a program which places a premium on mediocrity."

The AMI president pointed out that "the best friend farmers have had these last 20 years has been animal agriculture in all its parts, including the livestock producer, his processor and his retailer. The biggest market increase farmers have had during this period has been the market for meat food products. It has accounted for an increased feed grain outlet of 75 per cent in 20 years; of harvested forage, 60 per cent; of pasture and range forage, 30 per cent. The production of beef, for example, has almost doubled during this 20-year period."

### Standardized Rack For Truck Shipping

[Continued from page 13]

sirability of unitized receiving has been discussed. Part of the impetus for the AMI program has come from retailers who have told food manufacturers to start unitizing their shipments. Many retailers have their own warehouses or depots and are demanding this type of load assembly. IGA, for example, has 80 meat depots. Handling benefits will accrue only to those retailers who participate in the rack exchange feature of the program. However, it is reasonably certain that many will participate. The AMI retailer relations committee already has discussed the subject with retailer groups such as the Super Market In-

stitute, National Association of Food Chains and NARGUS, and other meetings will be held, MacKenzie reported.

The rack exchange feature should help all, said Mathews, since the retailer who buys his meat from a number of packers will welcome the standardized rack.

The trucker now is required by regulation to have racks in his trailer to handle perishable meat products. In actual practice, however, the racks are placed in the truck by the packer and the trucker is required to return them to the shipper. This calls for a lot of record keeping and paper work. Further-

more, the trucker must periodically deadhead with a load of racks to even his account with the shipper. Since he may haul for several meat plants and others who use wooden racks, his record-keeping, rack storage and rack return expenses are considerable, commented Roegner.

In spite of the truckers' honest efforts to return racks to shippers, and the packers' maintenance of control through memorandum billings, a sizable percentage of wooden racks is lost each year. Armour and Company spent \$200,000 for rack replacement in 1960.

**PLAN:** Under the new plan the trucker would arrive at the meat plant with as many new type racks as the number placed on his truck. In ordering out the rig the shipper would tell the trucker the number of racks his load would require. Before loading, the trucker's racks would be removed and replaced with an equal number of loaded racks, Roegner explained.

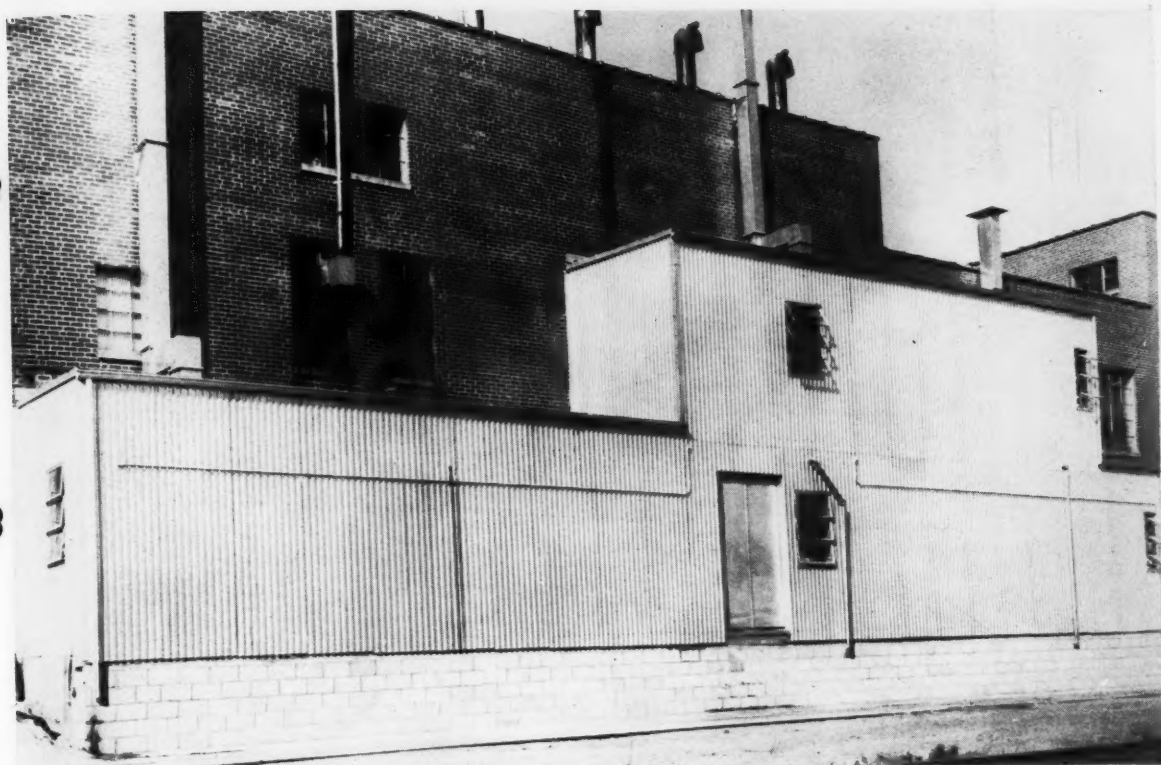
If the trucker arrived at the dock without enough racks, he would be billed for the number added; this would be a regular bill and not a memorandum and would be payable within the usual period. When the trucker unloaded at the packer branch house, customer depot, etc., he would receive an equal number of empty racks. If the receiver did not have racks, the trucker would bill him directly. Merchandise for retailers not participating in the rack exchange plan would have to be unloaded by the piece. In this case a loss in economy would occur at the unloading point. However, most retailers are expected to welcome the project.

Roegner reported that one major freezer operator, who does a large volume of business with meat packers, assured him that even though he had just spent \$140,000 on wooden pallets for internal handling, he would be willing to buy additional racks needed to participate in the AMI program.

Packers would be responsible for the care and washing of these new wooden racks. Armour and Company already has installed a rack washing unit at St. Paul. The fact that a trucker would receive clean racks and might return a soiled set has no bearing on the exchange feature, said Roegner. The exchange must be made in sound racks and this condition can be controlled by the shipping clerk on loading and by the truck driver at the receiving end of the delivery trip.

While some of the racks would be damaged by fork handling, such

[Continued on page 26]



## HOW JULIAN DESIGN AND INSTALLATION MADE PRODUCTIVE SPACE AVAILABLE

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THE NATIONAL PROVISIONER, MAY 13, 1961



# Changes in Personnel Practices of Alabama's Meat Firms Reflect Economic Squeeze

By H. ELLSWORTH STEELE  
Research Professor in Economics  
Auburn University, Auburn, Ala.

*This is Part 1 of a two-part series on changing personnel practices in Alabama's meat packing industry by H. Ellsworth Steele of Auburn University. Professor Steele covers the following in detail: employee selection, safety practices, productivity practices, unionization and fringe benefits. In addition, significant quotes by packers and processors are presented.*

THE AMERICAN housewife's continuous search for a cheaper food supply and the efforts of the meat industry to satisfy this demand provide the background against which changing personnel practices in Alabama meat product firms must be examined. Changes in these practices reflect important underlying economic changes which are taking place in the industry, even though meat packing may appear to remain fundamentally the same.

Meat producing firms continue to clash in vigorous competition as they bring a seasonal and perishable product to market with the aid of skilled men working under strict governmental regulations designed to protect the consumer and the industry itself. Nevertheless, structural changes are remodeling the industry.

Toward the close of the last century, technological factors had concentrated the industry in the great packing centers of the country. This tide has ebbed and the industry is becoming more and more decentralized. Widely-dispersed plants have substantial advantages in nearness to livestock supply, in transportation cost savings and in lower labor costs.

The emergence of "countervailing power" in the industry may have contributed significantly to the decentralization. The national packers especially have felt the economic pressure of workers who have organized into three large national unions.

In addition, American meat producers are finding increasing markets in chain food stores and other large buyers. These customers order in such large volume and are represented by such skilled purchasing agents that they effectively can play off their various suppliers against each other and thus secure low prices.

**ECONOMIC SQUEEZE:** The results of this economic squeeze are seen clearly in Table 1, which lists the 1958 earnings of 113 meat packing and processing firms surveyed by the American Meat Institute, Chicago.

The higher profits achieved by local packers, as well as by processing firms which specialize in the manufac-

ture of sausage and in the boning, curing and canning of meats, are striking when compared to the net earnings of the national packers. Apparently, the differing profit levels achieved by the different sizes of packers roughly parallel their varying concentration on meat processing as contrasted with livestock slaughtering. The low ratio of net earnings to sales by all classes of meat product firms also is noteworthy.

This study of Alabama meat product plants describes the major personnel practices now in use, analyzes some of the more important changes in personnel practices since 1952 and weighs the influence on personnel practices exerted by differences in numbers of employees, in unionization, in company structure and in the location of company headquarters inside or outside of the South.

Information for the study was gathered in a 1952 questionnaire survey of 12 Alabama meat product plants which employed 1,417 workers, with a median number of 80, and in a 1959 survey of 17 plants employing 1,545 workers, with a median number of 68. A matched sample of eight plants responded in both years. Interestingly, this last group reported the same total number of employees in both years, 1,193. To supplement and check this information, interviews were held with company officials in six plants, including units belonging to national, regional, sectional and local firms.

The extent to which the plants surveyed are using selected personnel practices may be found in Table 2. The same table shows the "important" changes—those of 20 per cent or more—which have taken place in the practices followed by the matched sample of eight plants in the survey.

The overall impression, given by the changes especially, is that of an industry forced by competition to economize and cut corners wherever possible in the short run, even at the expense of long-run advantages.

**EMPLOYEE SELECTION:** There is a great deal of informality in the selection of new employees by Alabama meat product firms, but the selection may be done carefully. Barely one-half of the plants use application blanks and very few use tests, but most report that they request references. Some firms work with the local branch of the Alabama State Employment Service. As one plant manager remarked: "The man in charge visits with us and knows the type of men we require."

In selecting new men managers usually favor those with some home experience in butchering. Thus, the industry provides jobs for the Alabama farm-to-city migrants.

Between 1952 and 1959, there was a sharp decline in the use of tests although several individual firms insist that they are making more extensive use of tests now than before. Usually it is the applicant for a clerical, professional, sales or supervisory job who is tested. Some firms, however, give their prospective boners a performance test.

**SAFETY PRACTICES:** Accident frequency rates and accident severity rates in meat product plants throughout the country have exceeded those for all manu-

Table 1  
Earnings of Classified Meat Packing and Meat Processing Companies  
Surveyed in 1958

Company Classification	Earnings as a per cent of net sales	Earnings as a per cent of total assets	Earnings as a per cent of net worth
Meat Packing companies			
9 National packers	.52	2.56	4.29
19 Regional packers	.63	4.24	6.15
32 Sectional packers	.79	4.85	6.82
32 Local packers	1.08	6.60	9.13
92 Company average	.55	2.78	4.57
Meat processing companies			
21 Company average	1.31	7.66	11.64

facturing plants nearly every year since 1952. Nevertheless, safety apparently has not won a high priority in many Alabama meat product concerns. Two plants out of every five do not even claim to have a safety program and the proportion with programs is declining.

Most plants stand ready to provide first-aid treatment, but few have a nurse and/or a doctor in the plant (even on a part-time basis) to provide first aid or to carry out a preventive health program. As will be seen later, the small size of the typical plant is a major factor here.

"You need a safety program all the time," explained one company president. "Like housekeeping, it is a must." Yet the manager of another plant which no longer claims to have a safety program said, "We are supposed to have one carried on by a service organization hired to come in under our workmen's compensation, but it is not very active."

The companies also look to their insurance carriers and equipment salesmen for help. Some at least inspect their equipment periodically and include safety in their training, even with older workers "who may get careless." But many of the smaller plants; however, are not even covered by workmen's compensation insurance.

The first aid administered in nearly all plants is very limited because management relies on its ability to get any injured person to a doctor swiftly. First aid usually is administered by foremen who seldom have had special training. The low-profit margins faced by nearly all firms in the industry are reflected clearly in this rather casual treatment of safety problems.

**PRODUCTIVITY PRACTICES:** As might be expected in an industry dominated by relatively small plants engaged in vigorous competition, the emphasis in Alabama meat plants is on practices that have an immediate effect on productivity. Those approaches which promise long-term gains from current expenditures are "luxuries" in the meat products industry. One manager may say: "Anything I want done, I call the supervisors in and we talk it over whether it is good or bad. I try to keep them informed. When the line of communication gets cut, we're all unhappy."

But policies to improve communication, to better morale or to increase skills attract little support if they involve direct expenditures now. The fact that the industry as a whole in the United States was able to absorb an increase of one-fifth in its wage and salary bill between 1952 and 1957, maintain a constant ratio of wages and salaries to operating expense and increase net earnings suggests, however, that this approach has paid off.

Less than one-fifth of the Alabama plants surveyed have full-time personnel workers and fewer yet have an organized personnel department to assist line management in achieving increased productivity through better personnel relations. Increasing wages make effective long-run utilization of labor a seeming necessity, but as the manager of a plant that was formerly part of a national concern declared, "It is better if personnel activities are coordinated, but it costs more" (at least immediately).

Only one-fourth of the plants report that they engage in research to learn the causes of turnover, accidents, etc., so that they can improve in these areas of operation. Very few seek the assistance of outside consultants in solving personnel problems, but at least one firm has used consultants for job evaluation.

Nearly one-third of the plants formally encourage their workers to turn in suggestions. The manager of a local unit belonging to a national packer commented, "I would think that there would be more suggestion

plans. We push ours harder than ever. There are so many changes in business, we can't overlook anybody's ideas. We have added other incentives besides cash awards, such as desk sets, billfolds, etc. If the only incentive is money, we must limit the program, but if token awards are used, you can give more awards and encourage people to keep thinking." In most of the plants studied, however, supervisors are "too busy for suggestion plans."

**INCENTIVE PROGRAM:** In two-thirds of the plants surveyed, departing employees are interviewed, but in only one-quarter of these plants are records made of the interviews. Since 1952, the proportion keeping records has declined greatly—possibly as an economy measure—even though in seasonal industries there are obvious advantages in keeping records of men who may be needed again.

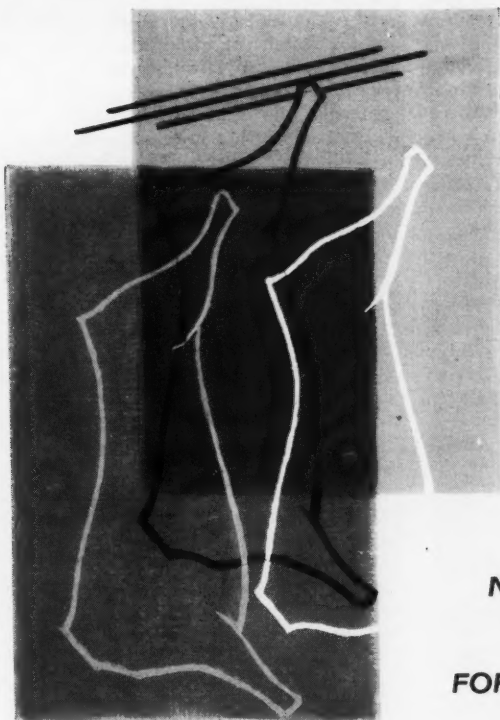
About one-half of the plants use some form of incentive program, though in some cases its coverage is limited, i.e., to beef boners in one plant, to salesmen in another, etc. One small firm feels that its incentive program "has paid for itself" by encouraging the men to put forth more effort when the work piles up. It boosts their morale and keeps them from becoming discouraged.

Nearly one-half of the plants use profit-sharing pro-

Table 2  
Personnel Practices in Alabama Meat Product Plants, 1952 and 1959

Personnel practices	% of all plants using practice (differences of 20% or more)		
	1959	1952	1959
Employee selection			
Use application blanks	53		
Request references	82		
Use tests in hiring	12	50	13
Safety practices			
Carry on safety program	59	88	63
Furnish some first-aid treatment	71		
Provide a nurse and/or a doctor in the plant on a part-time or full-time basis	18		
Productivity practices			
Have full-time personnel workers	18		
Have an organized personnel dept.	12		
Carry on personnel research	24		
Employ outside consultants	12		
Sponsor a suggestion plan	31		
Usually have exit interviews	65		
Keep records of exit interviews	27	57	29
Pay by piece rate or incentive system	50	25	50
Have a profit-sharing program	47		
Percentage of meat plants with profit-sharing programs which include:			
Hourly and clerical employees	50		
Supervisors	67		
Executives	86		
Use job evaluation	29		
Use employee rating system	18	38	13
Have a training program	47		
Usually work more than one shift	18	50	25
Unionization			
Unionized in part or in whole	24		
Have a formalized grievance procedure	59		
Post job vacancies for bidding	0		
Use seniority in promotion, layoff or rehire	76		
Fringe benefits			
Have a pension (other than OASI)	30		
Rent company houses to employees	6		
Prepared meals available for employees	12		
Have a credit union	24	25	50
Have a group insurance or disability plan	94		
Life	86		
Accidental death or dismemberment	71		
Disability income	64		
Hospital expense	94		
Plants providing hospital expense			
insurance which have Blue Cross insurance	40		
Surgical expense	94		
Plants providing surgical expense insurance which have Blue Shield insurance	36		
Medical expense	94		
Plants providing medical expense insurance which have Blue Shield insurance	31		

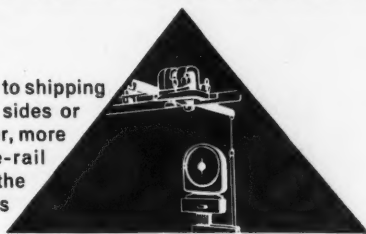
<sup>1</sup> Percentages are of plants which usually have exit interviews.



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**AMAZING ACCURACY**  
**FOR "ON-THE-RAIL" WEIGHING**

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F-M Overhead Track Scales feature scientifically ground and heat treated pivots and bearings—all bearings self-aligning—all like parts interchangeable. The live rail is completely checked, both longitudinally and transversely.

Exclusive "Floaxial" Dial provides fast, automatic read-outs. No "reading line" to slow down production. Dial may be placed up to 6 feet from scale for extra convenience. F-M "Printomatic" is available for automatically printed weight records.

Fairbanks-Morse Overhead Track Scales are available with special lever lengths. Also, models to accommodate deep or shallow headroom above your track system. Two dial styles—pillar or cabinet. For further information, write:

**C. G. Gehringer; Fairbanks, Morse & Co.; Scale Division, 19-01 Route 208; Fair Lawn, New Jersey.**

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grams and their usage has spread since 1952. "Profit-sharing is one of the greatest employee incentives you can come up with, especially for the boys in the 'food plan' programs," declared one manager.

Another official pointed out that his firm has always had a plan, "not a guaranteed profit-sharing plan, but one based on company policy. It amounts to a Christmas bonus based on length of service. It is greatly expected. Better employee-employer relations is the objective. We try to keep the unions out by satisfying the workers. Profit-sharing makes them a little more interested in their own particular job."

As can be seen in Table 2, one-half of the plants with profit-sharing plans cover at least some hourly and clerical workers; two-thirds include supervisors, and nearly all include the executives.

Although unions in the field stress job evaluation, less than one-third of the plants have a program. A number of managers are impressed greatly by the difficulties of establishing a systematic wage program in a plant in which the wage structure "has just grown up." On the other hand, the president of a non-union firm commented, "It is better to know where you are headed. Even if you have a labor union, you need to know how to classify your people."

**RATINGS:** Formal rating of employees on the job is done by few meat concerns in Alabama and the trend apparently is away from such ratings. One firm which retains ratings for its administrative staff has discontinued them for its hourly workers on the assumption that "your incentive program pretty well takes care of production folks."

The young manager of a very small firm sits down once every quarter with each of his workers to discuss his job and his problems. He chooses a time near closing when no customers are coming in and may continue the discussion with the employee and his family later that day over the evening meal.

A good number of meat plants have given up training programs, but nearly one-half continue to use them. The industry's stable level of employment, accompanied by actual curtailment in some plants, has meant that relatively few new workers have been hired. The training is usually "on the job" although many firms send their workers off to learn how to run new machines and others invite "ag extension" and industry association men into their plants for training sessions.

The training given may stress attitude as much as technique. In the words of the manager of a sectional company, "We teach our workers that when we devalue a carcass or a cut, it costs money and loses customers. We try to generate a better competitive spirit within our organization. It plays an important role in advancement."

Night shift work is limited in the Alabama section of the meat industry and apparently is becoming more so. Technology does not require continuous operations and certain management officials feel that productivity is much lower at night because the quality of supervision cannot be so good as during the day. Some plants do use extra shifts on special operations which cannot keep up with demand or at times of the year when the entire organization falls behind.

**UNIONIZATION:** Certain officials picture the industry as a whole as "fighting for survival against a monopolistic labor organization." "The unions have made so many demands on the industry," one man declared, "that they have closed up a lot of the plants. Their pressure helps to account for the shift to the South."

Nevertheless, only a quarter of the plants surveyed

are organized and there has been little, if any, change in the extent of organization since 1952. None of the plants posts job vacancies for employee bidding—a practice encouraged by unions in other industries. Apparently the specialized character of meat industry jobs makes such a system impractical.

Well over one-half of the plants report formal grievance procedures to allow workers to air their complaints. Some non-union firms carefully describe these procedures in their employee handbooks.

The emphasis which one company president placed on working through supervisory channels is especially interesting. Any mistakes observed in this plant are called to a worker's attention only through his supervisor. On the other hand, if a worker brings a complaint to top management, it is considered only in the presence of the supervisor.

Three-fourths of the plants use seniority to some extent in promotion, layoff and rehiring procedures. One manager may stress the importance of avoiding favorites. Another manager, representing a non-union firm which does not use seniority or a formal rating system, commented, "Why rate them? Under the union they go by seniority anyway. But how are the young men going to gain practical experience and move to the top jobs if they have to work up by seniority as someone dies?"

**FRINGE BENEFITS:** The growing variety of benefits other than wages which the meat industry provides for its workers constitutes a significant cost for Alabama firms. For instance, nearly one-third of the plants surveyed now have pension programs and others are considering plans. Although many of these plans are restricted to supervisors, others are all-inclusive. Most plans apparently are contributory; however, some of the well-established programs are wholly company-financed.

Only a small minority of the meat plants provide meals and there is a trend away from the practice. One firm which has abandoned its food program admitted that the operation was not efficient and that prices "got so high" that the men would rather "go across the street" to private eating establishments.

Only about one-fourth of the total sample of 17 plants have credit unions. Data for the matched sample, though, show that their use is spreading. Credit unions are popular with management. They help the company avoid personal loans, encourage employee thrift, reduce garnishees and protect workers from "loan sharks."

Certain firms found that deductions from payrolls to repay loans made by the company resulted in a controversy with the Wage and Hour Division of the Department of Labor, whereas deductions made for credit unions do not raise such problems. Companies with credit unions were found to assist them in several ways: by providing office space, by allowing an employee time for record keeping and by making payroll deductions for both savings and loan repayment.

Approximately two-thirds or more of the plants provide each of the types of group insurance studied. Only about one-third turn to Blue Cross-Blue Shield to furnish hospital, surgical and medical expense insurance. The over-all group insurance program usually is financed jointly by the company and the workers. Employees generally pay some or all of the cost of major medical plans, sick benefit programs, etc.

(Next week, in the second section of this two-part series, Professor Steele will discuss Alabama personnel practices with regard to size of plants, unionization, company structure (single or multiple units), location of company headquarters and regional influences.)



## BEHIND THE MAN FROM DIAMOND CRYSTAL SALT...

the meat salting experience of Karl Klomprens!



Henry Husen, Sausage Superintendent for HYGRADE FOOD CORPORATION, Detroit Plant, and Karl Klomprens, Manager Industrial Sales for Diamond Crystal Salt, inspecting wieners coming from the "smokehouse".

Hygrade Food Corporation . . . one of the country's leading producers of quality meats . . . insists upon quality ingredients for their various products. Along with using a pure, flake-type salt, they like the service extended by one of their main suppliers—Diamond Crystal Salt Company.

Diamond Crystal Flake-type Salts, produced by the exclusive Alberger process, assures a salt of uniform high purity (99.95%) and in the correct grain and size you need—every time. These features permit better flavor development of the product. Rapid solubility is achieved because the crystals are flake-like, not granular or cube shaped. And, flake-type

crystals "cling" to meat in dry-curing and provide proper coverage and dissolving action. The extremely low copper and iron content of Diamond Crystal Flake-type Salt helps retard development of oxidative rancidity in fatty products. This pure flake salt, lacking appreciable amounts of calcium and magnesium, insures the cure striking into and through the meat with maximum efficiency.

A staff of experienced food technologists is available for your use. Learn exactly how these features can benefit you. Call or write the nearest Diamond Crystal sales office.



## Diamond Crystal Salt Company

ST. CLAIR, MICHIGAN

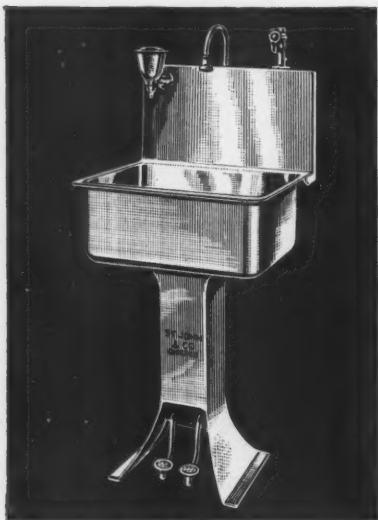
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## Standardized Truck Rack

[Continued from page 18]

casualties could be kept at a minimum by training power truck drivers. The rack is designed for repeated use. It will cost \$1.65, about one-half that of a conventional pallet. The rack weight. The racks can be nested two to one for improved storage in using plants or in return hauling. Furthermore, the racks more nearly fit the best loading pattern for packinghouse shipments.

The method involves no major expenditure for new equipment. The packer can utilize his present two-stringer racks for rail shipments, Roegner pointed out.

One advantage of the new rack is that it can be used for order accumulation in plants where orders are assembled on skids prior to loading. At present, these skids are loaded by the piece into the truck. This double handling adds cost.

If load density is required, pieces can be placed on top of the rack load, sometimes using an inverted rack. The only additional requirement for in-transit load protection against shifting is to place a used shipping carton between racks supporting small goods, such as cartons of sliced bacon or sausage, reported Roegner. A string tie on the top tier also will provide protection.

Even where the packer is making store-door drops, many supermarkets purchase in sufficient quantity to permit unitized loading and unloading. High-mast industrial trucks can be used to unload the trailer from street level.

Armour is working with several suppliers to develop a collapsible aluminum bin that would hold about 1,200 lbs. of cellar products. Weighing about 75 lbs., this unit would collapse down to a height of 5 in. Using this bin on the proposed wooden rack with its 4-in. stringer height, a trailerload of loose cellar products could be loaded with an industrial truck in about 25 minutes, Roegner claimed.

At the conclusion of the meeting Armour representatives said that they would start this program within six weeks and would include the Kansas City plant with the other two units.

Other packer representatives reported that they would be ready to participate in the program within 90 days. MacKenzie said that the AMI merchandising committee would hold meetings promptly with supermarket associations and groups to acquaint them with the new program.

## ★ REPORT CARD ★

NAME **PITTOCK & ASSOCIATES**  
CLASS **1961**

SUBJECT—REBUILT ANDERSON EXPELLERS	GRADES *
<b>COVERAGE</b> <i>All of U.S.A., Central and South America, Philippine Islands.</i>	
<b>INFORMATION</b> <i>Constant travel gives us broad modern informa- tion. Free convey- ing flow sheets.</i>	
<b>FACILITIES</b> <i>Own all models of Expellers... Shop to dismantle completely rebuilt by veteran mechanics. Lease equipment ... carry own paper.</i>	
<b>BACKGROUND</b> <i>Sixteen years factory training. Fifty three years of experience.</i>	
<b>PERSONNEL</b> <i>Edw., Tom, Bill Pittock operate organization with help of outstanding employees.</i>	
<b>GENERAL POLICIES</b> <i>Specialize only in Expellers. Defec- tive parts replaced for one year.</i>	

## COMMENTS

\*The grades are missing for just one reason: We leave those up to our customers.

## PITTOCK & ASSOCIATES

GLEN RIDDLE  
PENNSYLVANIA

PHONE: **Globe 9-1222**

THE NATIONAL PROVISIONER, MAY 13, 1961



## THE BETTER FLAVOR IS GRIFFITH'S REGAL SEASONING

**Contains High-Stability  
Sodium Iso-Ascorbate for Color—  
No Mixing! No Waste! Saves  
Your Cost of Labor for Mixing!**

The color is brighter, more appetizing! Aroma, more exciting! But, *definitely*, the savory flavor of REGAL SEASONING in wieners is satisfaction without equal! Words can't convey the ecstasy of flavor in REGAL SEASONING, so dependably uniform! Every blend contains Griffith's Sodium Iso-Ascorbate, too. It checks oxidation in the chopper . . . reduces shrink and time in smokehouse . . . cuts cost! So, for stable color with better flavor in wieners, put your money on the money-making flavor of GRIFFITH'S REGAL SEASONING.

THE GRIFFITH LABORATORIES, INC.



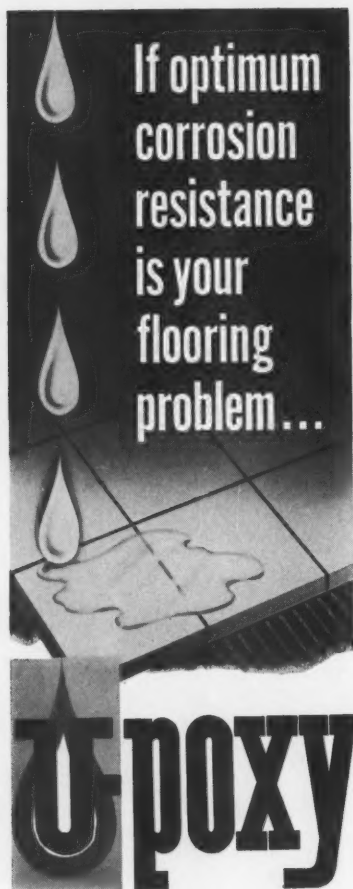
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### 'Hot Dog Month' to Point Up Versatility of Franks

"Put on the Dog with Hot Dogs" is the theme for the sixth annual observance of "National Hot Dog Month" in July, the National Hot Dog and Sausage Council, Chicago, announced. The promotion is designed to point up places for the versatile hot dog in gourmet chafing-dish cookery as well as in sandwiches.

There will be several opportunities for tie-ins by individual meat packers and producers of related food items, the council said. One of Europe's leading chefs, a specialist in sausage cookery, will tour the U.S. on behalf of the hot dog and will be available for tie-in events en route.

The Hot Dog Society of America, a just-for-fun club devoted to "up-lifting" the dish to haute cuisine, also will present tie-in opportunities. Motion picture and television star Red Skeleton recently was installed as national chairman of the club, and a nationwide "membership drive"—complete with promotional materials—will be launched during the summer months.

Other merchandising aids will include in-store materials, newspaper mats, original art and recipes for magazine advertising tie-ins and a professionally directed campaign of tie-in publicity. More than 250 meat packers participated in local and national tie-ins last year, according to the council.

National Hot Dog Month was originated in 1956 by Tee-Pak, Inc., Chicago, manufacturer of cellulose casings for the meat industry. This year, under the recently-established National Hot Dog and Sausage Council, the program has been extended to promote all varieties of sausage on a year-round basis, with major emphasis placed on the July event. Further information on tie-in opportunities with National Hot Dog Month may be obtained by writing to the National Hot Dog and Sausage Council, 3520 S. Morgan st., Chicago 9, Ill.

### New School Lunchrooms to Expand Market for Food

New lunchrooms in urban school systems now without lunch services are expected by 1963 to expand school food purchases by approximately \$2,500,000 annually, according to a study by the Agricultural Marketing Service, U. S. Department of Agriculture.

Greater availability of school lunch services plus the rising school population could result in a market

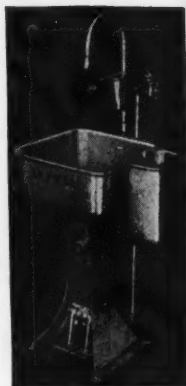
### HOT or COLD



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STANDARD  
IN THE  
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THESE  
OUTSTANDING  
FEATURES



- ✓ 1. Modern design
- ✓ 2. Special ever-bright aluminum alloy
- ✓ 3. Easily cleaned
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- ✓ 7. Removable P-trap for use in areas where floor trap is required
- ✓ 8. High spray head and soap dispenser with each unit
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THE NATIONAL PROVISIONER, MAY 13, 1961



## When "Rendering" Men Discuss Crackling Production They Talk About Anderson Expellers\*

When rendering plant men discuss crackling production problems, the conversation invariably leads to Anderson Crackling Expellers. And it's no wonder, for more than 800 Crackling Expellers are helping operators to get maximum crackling production and profits. Expellers are paying dividends in the rendering field.

Through the "line of nine" Expeller models, it's possible to choose a specific model that can be closely geared production-wise to the plant's requirements. Regardless of which of the "line of nine" models they are using, they can expect above average production, lower costs and higher profits for their particular operation. It's an accepted fact in the industry that no other pressing equipment compares in low cost production of quality products.

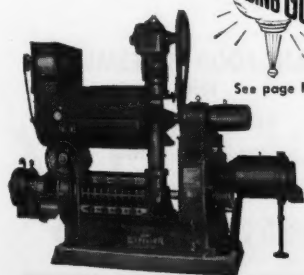
If you are getting only mediocre production results with your present equipment, it's time to ask for an Anderson representative to call and reappraise your equipment.



\*Trade Marks Reg. In U. S. Pat. Off.  
1961

**PURCHASING GUIDE**

See page F-3



### THE V. D. ANDERSON COMPANY

*Division of International Basic Economy Corporation*

1965 West 96th Street

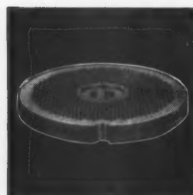


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**Specify Speco**  
"correct design"  
**Grinder Plates**

Studs for all grinder makes . . . plates to your own specifications—America's foremost meat processors have been buying from Speco for 32 years!

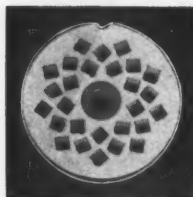
**Ask About Speco  
Special Purpose Grinder Plates**



C-D Triumph Plates—  
one piece solid hub or  
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C-D Special Purpose  
Plates with Kidney-  
Shaped Holes



C-D Square-Hole Plates  
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C-D Special Purpose  
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Write for Speco catalog and helpful plate ordering guide. Ask about Speco's (1) C-D Triumph Stainless Steel Plates (2) C-D Square-Hole Plates (3) C-D Special Purpose Plates with Kidney-shaped Holes (4) C-D Special Purpose Plates with Teardrop-Shaped Holes pictured above. Get facts about new Speco Retaining Bearing that assures longer plate and knife life.

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Phone Gladstone 5-7240

for foods in schools approximating \$1,000,000,000 by 1970, compared with \$600,000,000 in 1957-58, the AMS says. A free copy of the report, AMS-443, "Urban School Systems Without Lunch Services as a Potential Market for Food," may be obtained from the information division, AMS, USDA, Washington 25, D. C.

**It's Trick Photography  
But Sausage Idea Is Cool**

"How did you ever get all that sausage in a cake of ice?" is the question usually asked by those seeing the four-color advertisement and store poster devised by Visking Company, Chicago, to promote sausage sales this summer.

Explains Visking: "It's trick photography to illustrate the theme 'For



Easy Summer Living—Serve Sausage.' The advertising features liver sausage, skinless franks, bologna, summer sausage, salami and New England ham sausage.

McCall's June issue will feature the advertisement, and tie-in store posters will be available to packers and retailers. Retailer publications will describe the June program in a special four-color insert and will reproduce the Visking Company's advertisement and poster.

**Department of Consumers**

A bill (S-1688) introduced by Senator Estes Kefauver (D-Tenn.) would establish a U. S. Department of Consumers, which would be empowered to speak for consumers at the highest level of government policy, testify in court proceedings and conduct a national consumers' conference annually to protect consumer interests. The bill was referred to the Senate government operations committee.



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ARISTOCRAT  
of FRANKS**

● MUENCHNER FRANKS' aristocratic flavor and unmatched quality have won the approval of gourmets the wide world over. Originally formulated in Germany, centuries ago, Muenchner Franks still maintain unparalleled leadership and superiority over other types of Franks. They're the rulers—the aristocracy of the World of Franks.

BFM MUENCHNER FRANK SEASONING is specially developed for you from these inspired "Old World" Formulas—guaranteed to produce Muenchner Franks just as subtle, superior and refined as the originals.

● Wire, write or phone BFM—NOW—for a trial shipment of our Exclusive MUENCHNER FRANK SEASONING—custom-blended to your specifications. You'll receive, along with your order, BFM's tested, proved MUENCHNER FRANK FORMULA. Satisfaction guaranteed.

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**"WORLD'S BEST SEASONINGS"**

Miles has a way with meat:

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... tablet-form

sodium erythorbate (isoascorbate)

for "heads-up" quality control

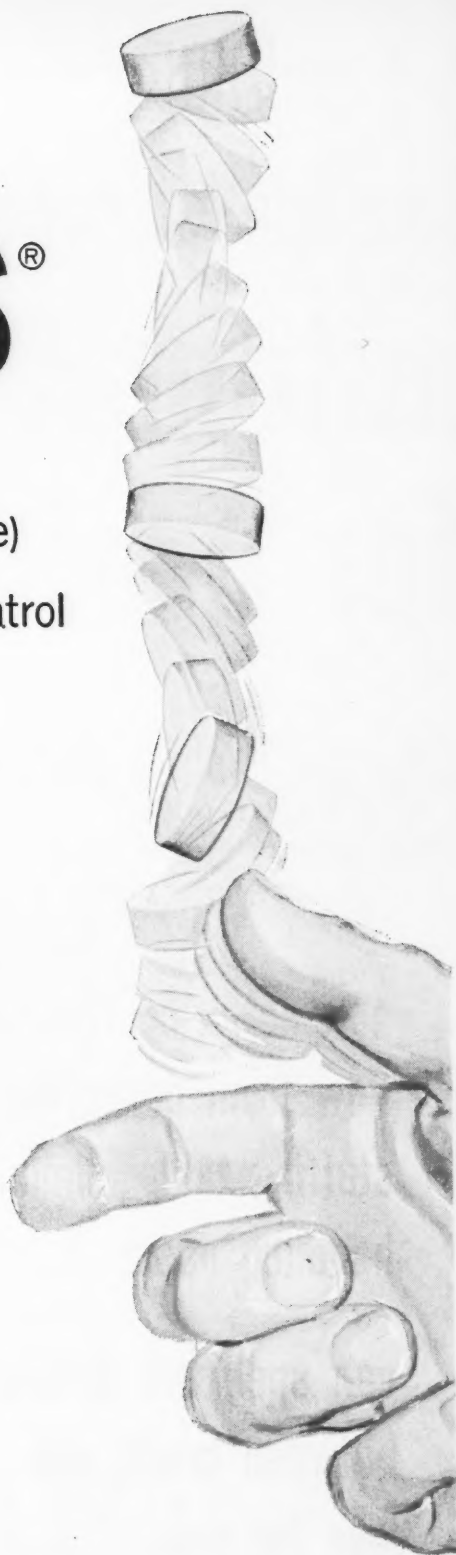
in meat processing!

You want accuracy when you use sodium erythorbate (isoascorbate) in meat processing — the kind of accuracy that will help you maintain maximum control over the quality of your meat products. With TAKATABS, produced by Miles, you get that accuracy plus a lot more.

Tablet-form TAKATABS eliminate the gamble of weighing and measuring errors. No spillage. No paper scraps to litter the area and give you a disposal problem. No chance of paper getting into your product.

And TAKATABS are versatile, too. Use them for most sodium erythorbate assignments — protecting color and flavor, increasing yields, prolonging shelf life, hastening color formation, reducing smoking time.

Miles also produces bulk sodium erythorbate and erythorbic (isoascorbic) acid to exacting specifications for your protection. For details, call or write:



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big and little  
sausage kitchens\*

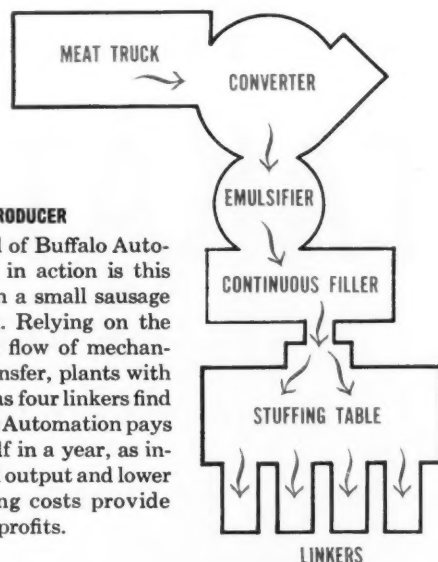
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with new Buffalo Machines

\*names on request

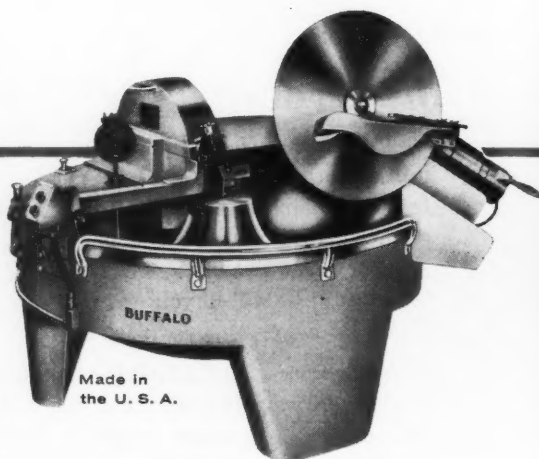
automatic, continuous  
flow from converter to  
stuffing table eliminates  
handling costs . . .

can spell the difference  
between profit and  
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Typical of Buffalo Automation in action is this setup in a small sausage kitchen. Relying on the smooth flow of mechanical transfer, plants with as few as four linkers find Buffalo Automation pays for itself in a year, as increased output and lower handling costs provide bigger profits.

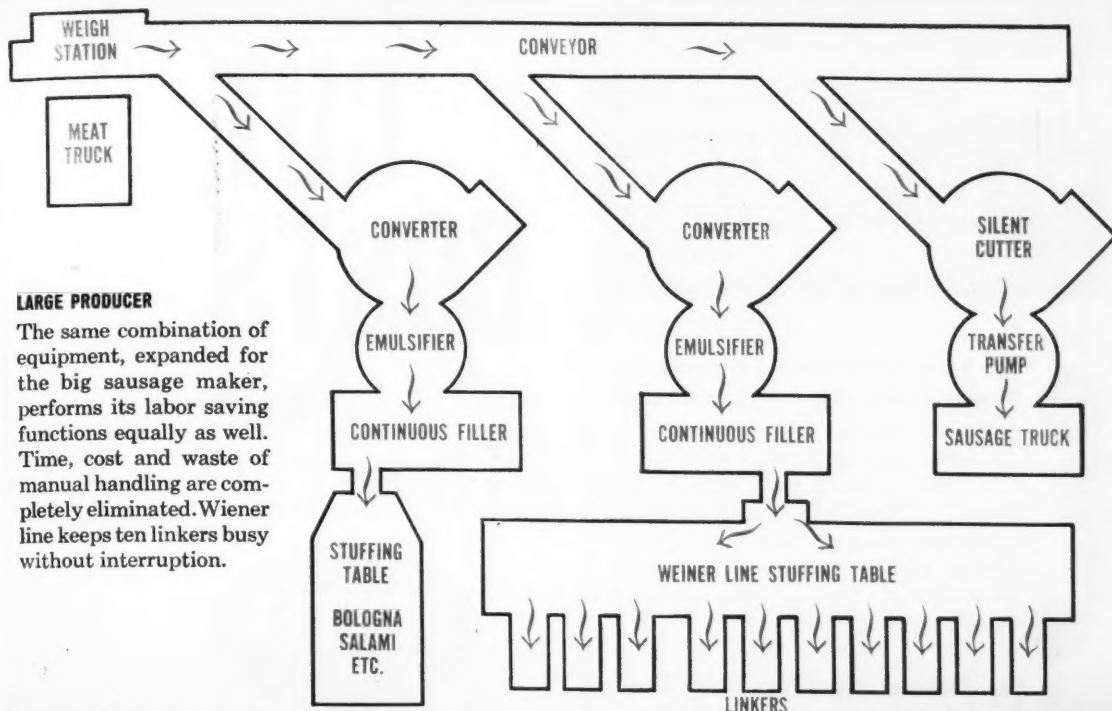


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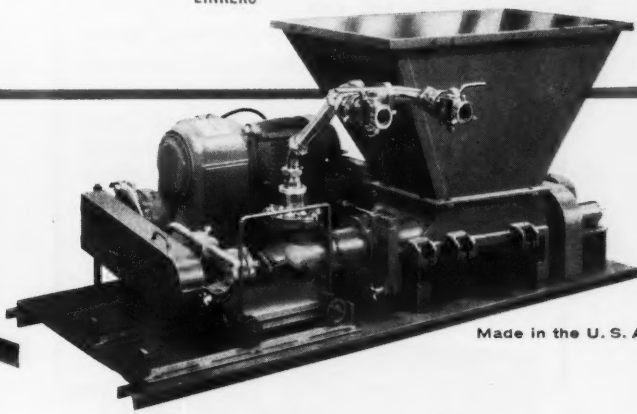


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- preserves cell structure for longer shelf life...with or without preliminary conversion

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- eliminates pulsations and air cavitation for constant weight control
  - a profitable addition for any kitchen with four or more linkers



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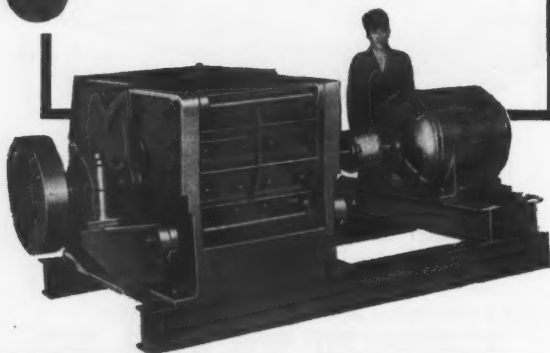
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Illustrated at right: No. 1012 Boning Knife; above: No. 012C Steak Knife, No. 012 Butcher Knife, No. 012 Skinning Knife, No. 125 Steel

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## Bulletin Covers Proper Methods of Cutting Meat

Acceptable methods for cutting beef, veal, pork, lamb and mutton are described by means of step-by-step illustrations in a 32-page bulletin published recently by the Cooperative Extension Service, New York State College of Agriculture, Cornell University, Ithaca, N.Y. Entitled "Let's Cut Meat," the booklet was written by J. J. Wanderstock, associate professor in hotel administration, and G. H. Wellington, professor of animal husbandry.

Written for "the farmer, the home-

maker and others concerned with the production, processing and consumption of meat," the publication prefaces each cutting demonstration with respective diagrams showing the wholesale and retail cuts from beef, veal, pork and lamb carcasses. Primal cuts are distinguished from retail cuts in that the former are boxed.

Covered briefly in the section on "general conditions" are: sanitation; slaughtering; chilling; ageing; tools and equipment, and boning, rolling and tying. The following cutting tools are illustrated: needle, string, metal skewers, wooden skewers, cleaver,

steak knife, butcher knife, boning knife, sharpening stone, hook, block brush, hydrometer, block scraper, saw and steel. Methods of sharpening cutting knives are demonstrated pictorially.

The bulletin also contains a series of 15 pictures showing a step-by-step method for tying a cut of meat.

## Warehouse Manual is Goal Of NAWGA Kansas Clinic

Preparation of a comprehensive warehouse manual that will identify and define every job in a food distribution center was the goal of a warehouse seminar sponsored by the National-American Wholesale Grocers' Association, April 27-29, in Topeka, Kan.

Using the facilities of the new Fleming Co. warehouse in Topeka, the seminar was limited to 50 supervisors who are responsible for warehouses which are 100,000 sq. ft. or larger. Co-chairmen of the clinic were David Gardener, head of NAWGA's technical extension service team, and Richard J. Jacobs, Fleming vice president.

NAWGA's clinic schedule for the balance of 1961 is as follows: May 1-5, advertising and promotion, East Lansing, Mich.; June 1-3, profit performance at wholesale and retail, Chicago; July 19-22, frozen food operations; Colorado Springs, Colo.; August 13-16, personnel development, Lake Janaluska, N.C., and October 19-21, warehousing (less than 100,000 sq. ft.) Location of the latter clinic is to be announced.

## Livestock Industry Could Hit Meat Imports Harder

Senator Quentin N. Burdick (D-N.D.) has introduced a bill (S-1737) to amend section 7(e) of the Trade Agreements Extension Act of 1951 so as to include the livestock industry as a domestic industry producing products directly competitive with imported meat and meat products. The measure was referred to the Senate finance committee.

## Horsemeat Legislation

Legislation introduced in the Senate as S-1718 by Senator Frank Carlson (R-Kans.) and in the House as HB-6687 by William H. Avery (R-Kans.) would amend the Tariff Act of 1930 by placing horsemeat on the import free list.

## Arkansas Lid on Hams

The Arkansas Board of Health has adopted regulations limiting cured hams to green weight.

THE NATIONAL PROVISIONER, MAY 13, 1961



INSTANT

NEW!

# TENDER-MEAT

...fast becoming the industry's favorite meat tenderizer!

Reports from the field—from purveyors and packers in every corner of the country—confirm the strong swing to TENDER-MEAT. Its use has been proven and the word is out—TENDER-MEAT beats all others! Try it soon. TENDER-MEAT's *exclusive regulated action* will work wonders for your meat-tenderizing operation.

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TENDER-MEAT costs less to buy, ship and store. Available in traditional liquid form or as a powder that is instantly soluble in water.

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TENDER-MEAT treats every cut alike. Guesswork is eliminated. Tenderizing is consistently faster and better.

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TENDER-MEAT works perfectly for all tenderizing techniques. There is virtually no waste and its action is always fast and uniform.

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TENDER-MEAT is tasteless, but it can be supplied with any flavor supplement you wish. There is no charge for special custom blending.

TENDER-MEAT is a development of Marshall Dairy Laboratory, Inc., internationally known enzyme specialists for over 50 years.

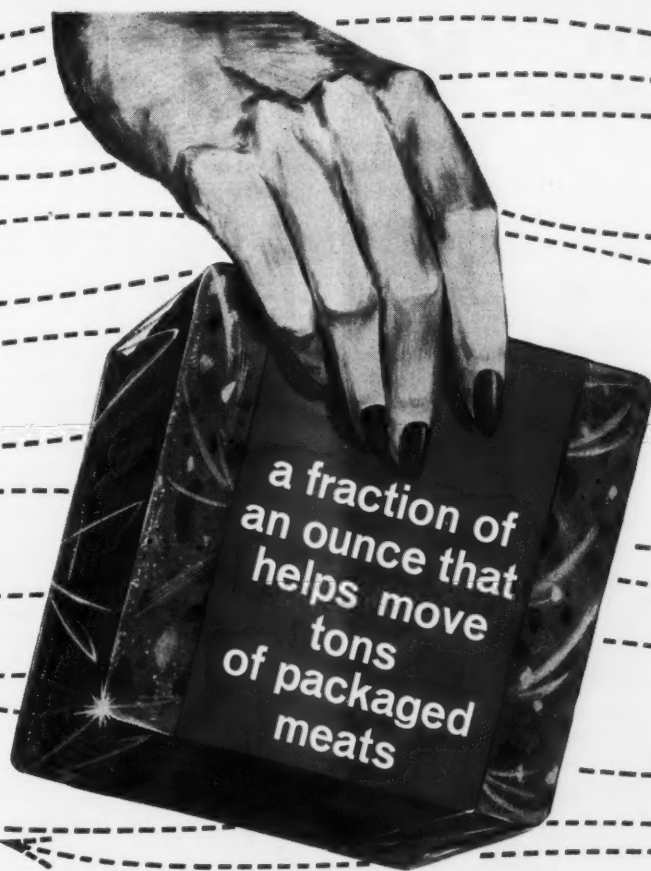
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38

## Now Is Good Time to Push Lamb, Says Ring of AMI

The current large supply of heavy lamb on the market provides an excellent opportunity for extensive promotion, according to Augie R. Ring, jr., director of the department of retailer relations, American Meat Institute, Chicago. Ring urged packers and retailers to stress to consumers the fact that lamb is a delicious meat and an exceptionally rich source of food nutrients.

"In light of the current situation, the sheep and lamb industry is asking meat packers and retailers to do all they can to stimulate the sale of these heavier lambs," Ring said. This help is needed to spur movement of the large supply now coming on the market.

The American Lamb Council, with headquarters at 520 Railway Exchange Building, Denver, Colo., has mats, menu suggestions, recipe inserts, merchandising manuals, training films and other promotional material available for immediate use.

To help with cutting ideas on the heavier lambs, the council has produced a booklet entitled "Merchandising Heavy Lambs." A free copy may be obtained by writing the Denver office.

As one merchandising idea, Ring suggested that retailers hold a "Lamb for the Freezer" sale, with the product being offered at a selling price. Slower moving cuts like the shoulder, breast, shank and neck call for imaginative merchandising, he added.

## Says Consumer Preferences Show in Chain Meat Buying

A University of Illinois livestock specialist reports that the power of food chain stores in buying meat dramatically reflects consumer preferences in the U. S.

As an example, G. R. Carlisle cites one nationwide food chain that buys 50,000,000 lbs. of meat a week. Because of consumer preference for lean meat, the chain buys cattle graded either top Good or low Choice. And it prefers carcasses that weigh less than 700 lbs.

In hogs, the chain prefers animals grading U. S. No. 1 and weighing around 200 to 220 lbs.

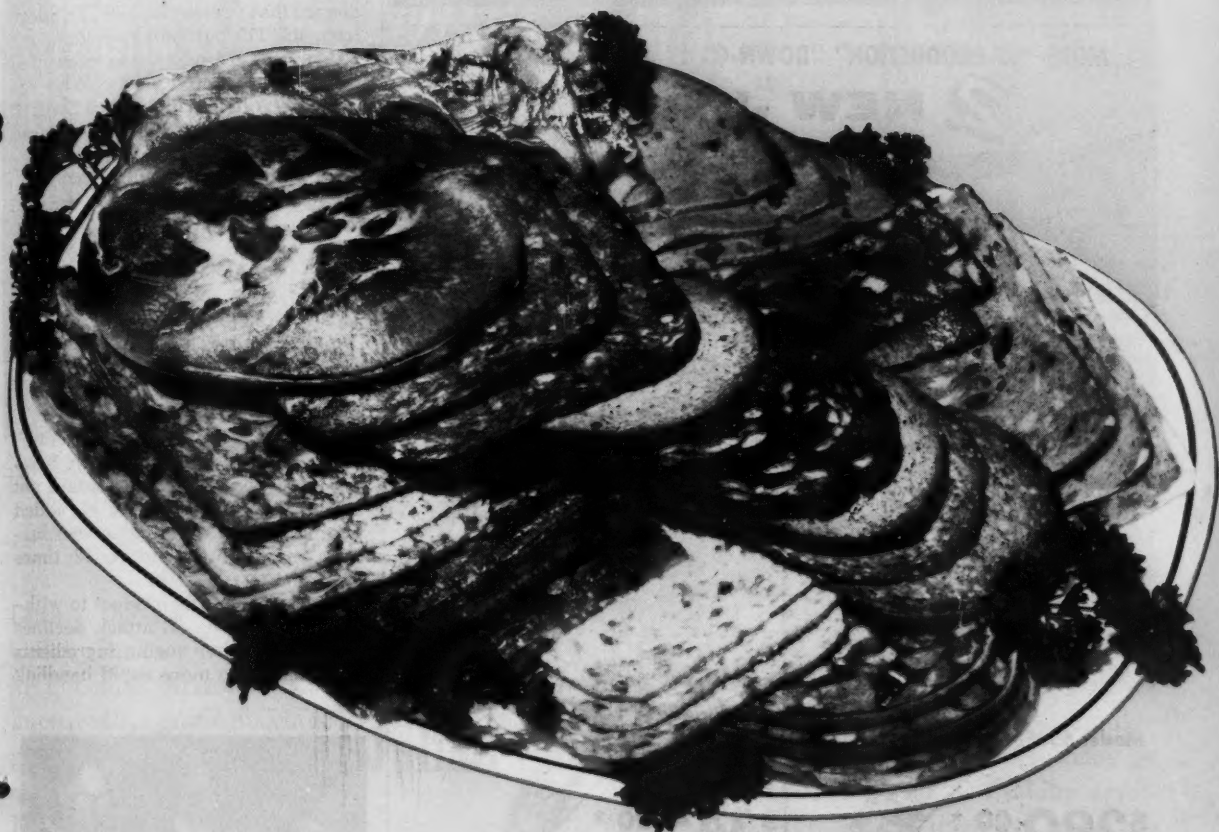
Carlisle says these facts are ample proof that livestock producers will profit by raising animals that meet chain store specifications.

The livestock specialist made these observations while attending a meat packing company tour in the East. The group toured food chain stores, packing companies and several outstanding farms.

THE NATIONAL PROVISIONER, MAY 13, 1961

# Season to taste

*Seasonings for every meat product  
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**MAYER'S**  
*Compounded*  
**SEASONINGS**

Custom-mixed ... ready to use. Made from the world's choicest spices expertly ground and blended. Available in natural, part natural or soluble type.



See page J-4

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. . . portable, one-hand operation.



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or left) operation. 13 1/2" long.



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Extremely high speed operation gives smoother, more accurate cuts. Units so light, operator has maximum maneuverability, minimum fatigue. Precision made of corrosion resistant materials. Economical to maintain and operate. Simple to use, easy to clean. Safety guards. Instant stop and start lever. Hangs up out-of-way when not in use.

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### Great Ham Hearings

[Continued from page 15]

Department of Agriculture should conclude, however, that some further form of identification would be advisable, the Institute wishes to make it entirely clear: 1) that it has no objection to such identification, and 2) that it will be glad to cooperate with the Department in any effort to work out a practical solution for problems such as those of maintaining at the retail level the identification which may be provided by the processor."

**LESS DRIPPAGE:** Further evidence that there is less drip from the 110 per cent ham than the 100 per cent product was presented by Dr. George E. Brissey, who reported on the findings of a Swift & Company cooking test using paired hams. He said the per cent drip from the 110 per cent ham was 9.1, against 10.1 found for the 100 per cent product.

Dr. Brissey described the technology of modern ham production and the shift away from the old high salt content dictated by consumer complaints with respect to "saltiness." He also explained that phosphates have been incorporated in the curing pickle to improve texture and sliceability, color retention and retention of nutrients. Dr. Brissey noted that ham may contain not more than 0.5 per cent of added phosphate, while baking powder biscuits may contain up to 12 times that amount.

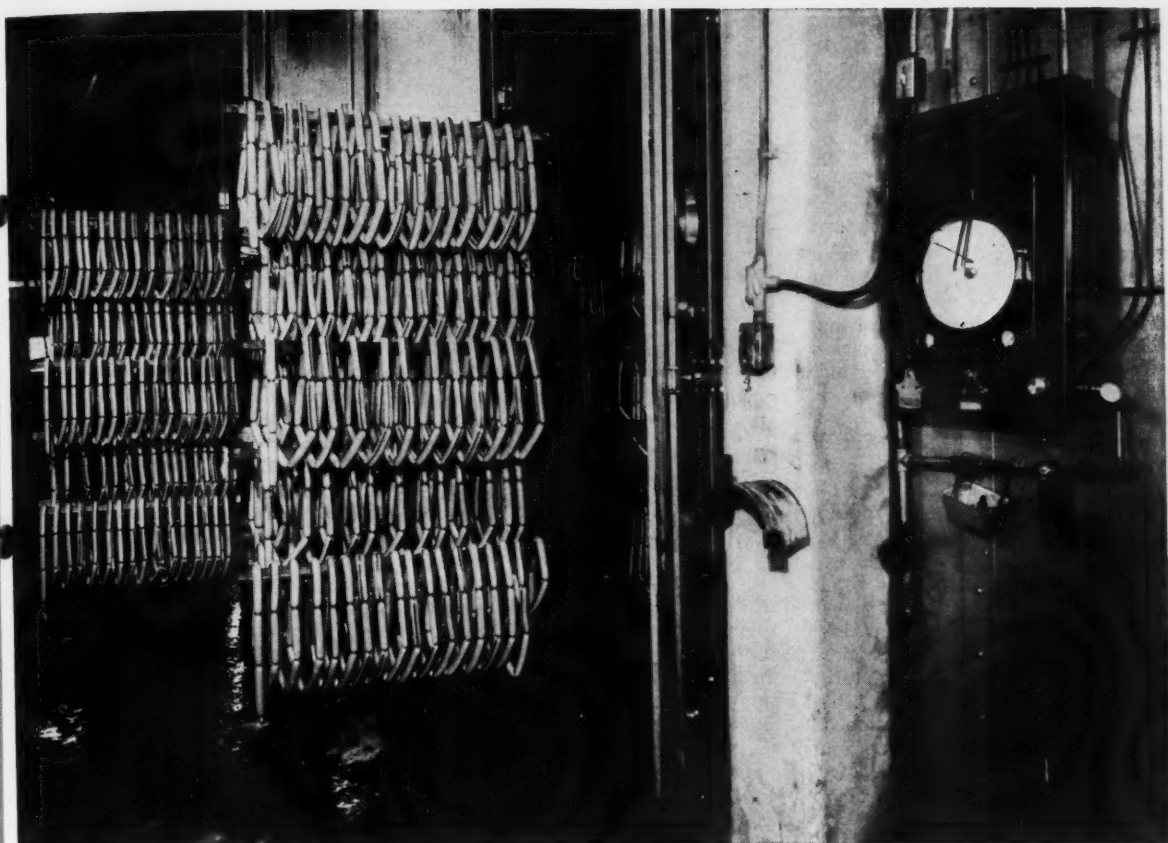
The ability of the product to withstand bacteriological attack declines as salt and other curing ingredients are reduced so more rapid handling



**FREEDOM FOR processors to meet varying consumer demands was urged by (l. to r.) Harold Boucher, National Association of Swine Records; Laverne A. Johnson, National Swine Growers Council, and George Brauer, Illinois Swine Herd Improvement Association, at ham hearing.**

THE NATIONAL PROVISIONER, MAY 13, 1961





## Major improvements at Cudahy plant

include new

### *Taylor-controlled* Julian smokehouses

During the past year the Cudahy Packing Co.'s plant in Phoenix, Arizona, has improved its profit-making potential with addition of a new 35-cage capacity Julian smokehouse facility,

supposed to be the largest in the Southwest.

Each of the smokehouses is controlled by a Taylor FULSCOPE\* Recording Wet-and-Dry-Bulb Controller which keeps strict watch over humidity and temperature. The dry-bulb control adjusts the main steam valve to maintain a constant temperature in the smokehouse. The wet-bulb control maintains a constant humidity by throttling the spray water valve and by posi-

tioning the inlet and outlet dampers to control amount of recirculation. Typical of hundreds of Taylor smokehouse control systems in service, the Cudahy application provides these im-

portant benefits, which also can be yours:

- |                         |                            |
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| 1. Minimum shrinkage    | 3. Low operating costs     |
| 2. Minimum smoking time | 4. Consistent high quality |

That's why so many processors specify "Taylor equipped as usual" when they order new equipment. Why don't you call your Taylor Field Engineer or write now for **Catalog 500MP**. Taylor Instrument Companies, Rochester, New York, or Toronto, Ontario.

\*Reg. U.S. Pat. Off.

## *Taylor Instruments* **MEAN ACCURACY FIRST**

through heat and smoke processing is needed to prevent bacterial spoilage, the Swift scientist pointed out. He said the necessity for improved distribution of curing materials was shown by the lack of uniformity of cured color of cut pieces of ham processed in accordance with the old regulation. Dr. Brissey explained:

"This was due to the limited amount of curing pickle which could be injected and meet requirements and the fact that we could not immerse the pumped ham in covering pickle because of the excessive pick-up of salt which the consumer did not want. To correct this, larger amounts of the injection curing solution were shown to be required along with greater pumping pressures. Under the previous regulations, this would have necessitated much greater processing times to bring the product into compliance."

Morris Gottlieb presented the Market Facts, Inc., study of consumer ham preferences which showed a wide range of consumer acceptance with regard to moisture levels and that most consumers prefer a ham considerably more moist than the 100 per cent product. (See the NP of November 26, 1960.)

Rachel Goold presented findings of Rath cooking tests showing no



CONFERRING are Dr. George Craple, Wilson & Co. director of research; unidentified man; Dr. R. K. Somers, MID associate director; Dr. Daniel Schlosser, Indiana meat inspection chief, and Dr. A. J. Malanoski of MID Chicago laboratory.

significant differences in shrink among hams pumped to 90, 100, 110 and 120 per cent levels. "All meat shrinks," she pointed out. Normal ham shrinkage is 20 to 25 per cent, Miss Goold noted, while a beef roast will shrink 30 to 40 per cent.

Richmond Unwin reported that Reliable Packing Co. president John E. Thompson, who is a food scientist,

has completed several cooking tests "which indicate clearly that the nutritional value of the new smoked ham is actually greater than that of the smoked ham previously required by the MID." The additional moisture in the new ham "permits it to be cooked in the home with less loss of important nutrients in the drippings than in the case of the so-called 100 per cent ham," Unwin explained.

Among the reasons Wilson & Co. supports the present MID regulation, vice president Roy Edwards explained, is the "overwhelming consumer desire for a tender, moist ham" and the fact that the ham with 10 per cent added moisture is a better product, with a better cure and more uniform flavor and texture. It also is more tender and more succulent and shows no greater shrink in the cooler. Before December 30, Edwards said, 78 per cent of Wilson's ham production was fully cooked and 22 per cent was smoked, but since the new regulation went into effect, 58 per cent has been fully cooked and 42 per cent has been the smoked, cook-before-eating product. "Under our competitive system," he pointed out, "the profit motive continually dictates the need to satisfy consumer desires."

• BEEF • VEAL • PORK • LAMB  
• ALL BEEF FRANKFURTERS  
• Complete line of SAUSAGE AND SMOKED MEAT  
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# BOSS JUMBO U DEHAIRER

DEHAIRS CLEAN AND FAST | 1000 PER HOUR

The U bar hog dehairer is a 1916 "BOSS" invention. Present models incorporate all of the advantages which have been devised through the intervening years by the "BOSS" staff of hog dehairing specialists.

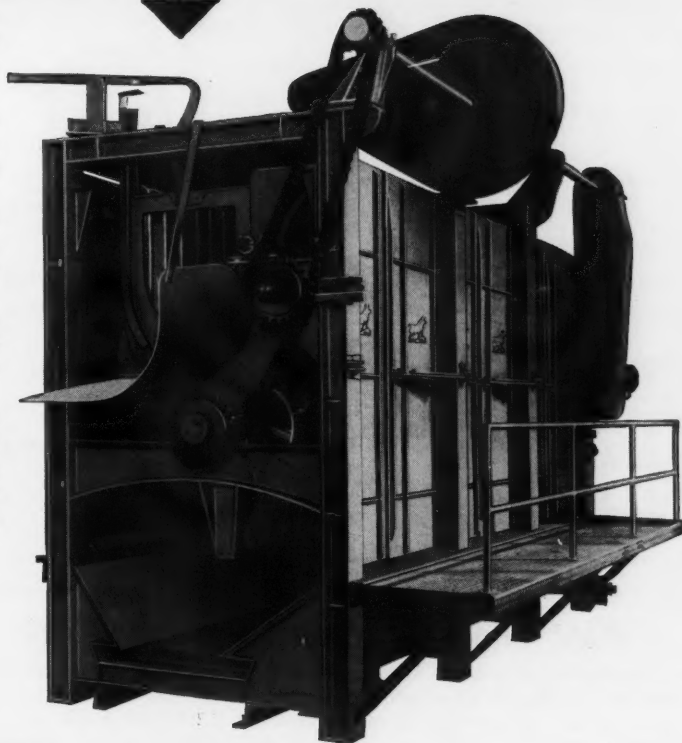
U bars are wide, long, and heavy. Overlapping side flights attached to conveyor plates prevent side friction and insure quick, positive delivery of hogs from tub into machine.

Frame and panels are of cast iron. Panels are heavily ribbed on outside to prevent warping, but smooth inside providing no ledges for attraction of corrosive scurf and moisture.

Motor mounted on top of dehairer drives machine thru roller chain to drive shafts. The drive to hair conveyor shaft is thru roller chain and bevel gears, and operates independently.

The lower shaft with ten point scraper stars runs at 55 RPM; the upper shaft with six point scraper stars runs at 100 RPM. Both shafts turn in the same direction.

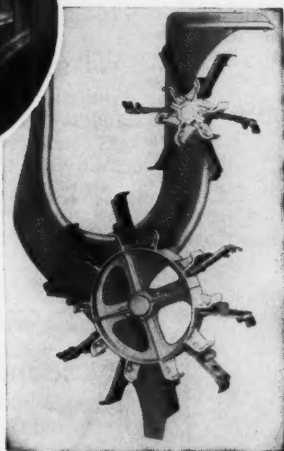
Spray pipes for spraying hogs with hot water are provided; a recirculating hot water box can be incorporated if desired.



Discharge end showing heavy U bars and spiral formation of belt scrapers.



Jumbo U bar with 10 point star on lower shaft and 6 point star on upper shaft.



- All adjustment and maintenance parts easily accessible.
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- Motors are Standard.
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- Starting engineers may be provided.
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For complete information on BOSS dehairers, hog killing equipment, and all allied hog handling equipment, including plant layout, address



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# ALL MEAT . . . output, exports, imports, stocks

## Meat Production at Highest Level Since January

Cattle slaughter, rising to its largest number in months, accounted for last week's rise in inspected meat production to 455,000,000 lbs., its highest level since January. Up from 439,000,000 lbs. for the previous week, it was 6 per cent above last year's production of 431,000,000 lbs. in the same May period. Cattle kill, up moderately for the week, numbered about 35,000 head larger than last year. Hog slaughter, edging upward, reduced last year's lead to only 37,000 head. Estimated slaughter and meat production appear below as follows:

Week Ended	BEEF		PORK	
	Number	Production	Number	Production
	M's	Mil. lbs.	M's	Mil. lbs.
May 6, 1961	400	240.4	1,315	187.6
April 29, 1961	385	230.2	1,290	181.8
May 7, 1960	365	218.7	1,352	187.7

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD.
	Number	Production	Number	Production	
	M's	Mil. lbs.	M's	Mil. lbs.	Mil. lbs.
May 6, 1961	92	11.2	320	15.4	455
April 29, 1961	97	11.6	310	15.2	439
May 7, 1960	91	10.9	280	13.6	431

1960-61 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,315; Calves, 200,555; Sheep and Lambs, 399,561.

1959-61 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

AVERAGE WEIGHT AND YIELD (LBS.)					
Week Ended	CATTLE		HOGS		LARD PROD.
	Live	Dressed	Live	Dressed	
May 6, 1961	1,045	601	246	143	
April 29, 1961	1,040	598	243	141	
May 7, 1960	1,039	599	240	139	

Week Ended	CALVES		SHEEP AND LAMBS		Per cwt.	Mil. lbs.
	Live	Dressed	Live	Dressed		
May 6, 1961	220	122	98	48	—	40.7
April 29, 1961	215	120	100	49	—	39.8
May 7, 1960	214	120	99	49	13.5	43.7

## Meat Output Up in March; Largest of Year

Production of meat in commercial slaughter plants totaled 2,380,000,000 lbs. in March. This volume, the largest for the year so far, was only slightly above last year's volume of 2,326,000,000 lbs. for the month. However, with hog slaughter the negative factor, aggregate production for the first three months of this year at 6,756,000,000 lbs. fell below the 6,889,000,000 lbs. produced in the same period of last year. Estimated commercial livestock slaughter and meat and lard production appear below as follows:

COMMERCIAL MEAT AND LARD PRODUCTION BY MONTHS IN MILLION LBS., 1961-60											
	Beef		Veal		Pork		L & M		Totals		Lard
	1961	1960	1961	1960	1961	1960	1961	1960	1961	1960	1961
Jan.	1,234	1,196	81	79	946	1,058	72	68	2,333	2,401	206
Feb.	1,085	1,089	73	73	822	940	63	60	2,043	2,162	181
Mar.	1,243	1,201	83	83	979	981	75	61	2,380	2,326	215
Apr.	1,064	1,064	75	75	909	909	59	59	2,107	2,107	202
May	1,199	1,199	76	76	904	904	61	61	2,240	2,240	203
June	1,244	1,244	85	85	852	852	60	60	2,241	2,241	198
July	1,183	1,183	85	85	723	723	57	57	2,028	2,028	166
Aug.	1,304	1,304	99	99	849	849	65	65	2,317	2,317	192
Sept.	1,295	1,295	102	102	845	845	68	68	2,310	2,310	186
Oct.	1,259	1,259	98	98	884	884	70	70	2,311	2,311	192
Nov.	1,188	1,188	91	91	956	956	63	63	2,298	2,298	204
Dec.	1,146	1,146	79	79	957	957	61	61	2,243	2,243	208
Jan.-March	3,562	3,486	237	235	2,747	2,979	210	189	6,756	6,889	602

COMMERCIAL LIVESTOCK SLAUGHTER BY MONTHS, IN 00's, 1961-60								
	Cattle		Calves		Hogs		Sheep & Lambs	
	1961	1960	1961	1960	1961	1960	1961	1960
Jan. ....	2,115.7	2,036.5	666.4	649.7	6,792.6	7,793.9	1,453.5	1,377.7
Feb. ....	1,862.1	1,865.1	608.7	612.6	6,024.7	7,015.7	1,239.1	1,195.3
Mar. ....	2,116.4	2,070.4	712.2	745.8	7,143.7	7,345.2	1,482.3	1,217.4
Apr. ....		1,855.0		599.4		6,588.1		1,202.9
May ....		2,085.7		578.7		6,506.1		1,263.0
June ....		2,196.7		624.9		6,097.4		1,311.1
July ....		2,064.7		605.0		5,173.1		1,230.8
Aug. ....		2,328.5		736.3		6,207.6		1,413.8
Sept. ....		2,307.3		813.0		6,217.9		1,506.7
Oct. ....		2,338.9		802.0		6,452.3		1,525.4
Nov. ....		2,106.2		775.3		6,793.3		1,338.6
Dec. ....		2,010.1		688.3		6,790.5		1,265.1
Jan.-March	6,094.2	5,974.0	2,008.1	1,987.3	19,961.0	22,154.8	4,174.9	3,790.4

## USDA Reopens Carcass Lamb Purchase Program This Week

The U. S. Department of Agriculture has reopened its lamb purchase program. The first offers were due Wednesday, May 10, and the first acceptances were sent to the trade May 12. The decision to reopen the lamb purchase program came about to a great extent on the urging of various lamb producers' organizations, who have been pointing out the depressed condition of the lamb market and the general slowness of the movement of carcass lamb.

Terms and conditions under which the new buying program is being carried on are the same as those which regulated the previous one. Purchases will be limited to U.S. Choice and U.S. Good grade carcasses of 55-lbs. and under and 55/65-lb. weights. All vendors who had submitted bids under the previous lamb purchase program were sent telegraphic notices of the new buying program. Purchasing will continue until further notice.

## Week's Chopped Meat Buy

The U.S. Department of Agriculture this week bought an additional 6,006,975 lbs. of chopped meat for distribution to needy American families. Prices paid ranged from 42.89¢ to 43.88¢ per lb. Bids were accepted from six out of 14 firms, which together had offered a total of 18,913,050 lbs. The aggregate amount of the product bought through this week was 24,563,175 lbs., at a cost of \$11,123,000.

## F. I. SLAUGHTER BY REGIONS

United States federally inspected slaughter by regions in March, 1961, with totals compared, as reported in 000's by the USDA:

Region	Cattle	Calves	Hogs	Sheep
N. Atl. states	123	149	549	190
S. Atl. states	50	34	398	—
N.C. states-East	251	134	1,300	97
N.C. states-N.W.	507	54	2,335	414
N.C. states-S.W.	174	10	590	87
S. Cent. states	167	53	633	114
Mountain states	138	2	100	208
Pacific states	218	22	206	200
Totals, Mar. '61	1,627	457	6,110	1,311
Totals, Mar. '60	1,577	482	6,116	1,088

## SOUTHEASTERN KILL

Animals slaughtered in Alabama, Florida and Georgia in Mar., 1961-60, as reported by the USDA, in 00's.

	CATTLE		CALVES		HOGS		SHEEP	
	'61	'60	'61	'60	'61	'60	'61	'60
Ala.	20.0	16.3	2.5	2.8	73.0	84.5	0.1	—
Fla.	31.5	27.0	14.8	10.8	51.5	50.5	—	—
Ga.	29.0	25.0	6.2	5.4	194.0	193.0	0.1	—
Totals	80.5	68.3	23.5	19.0	318.5	328.0	0.2	—
Jan-Mar.	224,200	83,500	882,000	300				
Jan-Mar.	189,700	57,800	997,500	300				



# PROCESSED MEATS . . . SUPPLIES

## March U. S. Meat Imports Up; January Revised

Entry of 64,924,311 lbs. of foreign meat into the United States during March represented a moderate increase over both February volume of 52,777,992 lbs. and March, 1960, shipments of 54,449,201 lbs. Beef and veal were the large import items, volume of which was 14,009,847 lbs. from Australia. However, the Aussie total was 20,076,999 lbs. Shipments of the same meats from other countries were somewhat below volume from Australia. Holland was our largest supplier of canned pork, contributing about half of the month's total U.S. canned pork imports of 11,973,846 lbs.

Country of origin	—Fresh meats and edible offal—			—Cured meats—	
	Beef, Veal Pounds	L & M Pounds	Pork Pounds	Beef Pounds	Pork Pounds
Argentina	.....	.....	.....	218,399	.....
Australia	14,009,847	5,939,892	.....	.....	.....
Brazil	.....	.....	.....	20,000	.....
Canada	882,030	1,354	2,952,250	2,652	468,333
Denmark	.....	.....	.....	.....	.....
Germany	.....	.....	.....	.....	.....
Holland	.....	.....	.....	6,072	11,863
Ireland	2,702,185	.....	.....	.....	25,400
Mexico	6,984,834	.....	16,525	.....	.....
New Zealand	7,523,014	152,632	8,602	408	.....
Uruguay	.....	.....	.....	20,529	.....
All others	4,133,127	22,380	2,977,377	37,118	10,559
Totals—March 1961	36,235,037	6,116,258	2,977,377	299,106	522,227
March 1960	30,461,575	3,660,366	2,513,979	8,092	620,253

	Canned meats		Cooked meats		Sausage	
	Beef Pounds	Misc. Pounds	Beef Pounds	Misc. Pounds	Beef Pounds	Misc. Pounds
Argentina	3,878,006	18,000	92,644	472,354	.....	.....
Australia	127,260	.....	.....	.....	.....	.....
Brazil	44,092	.....	.....	.....	.....	.....
Canada	3,030	368,214	3,762	.....	8,256	639,062
Denmark	.....	4,414,356	394,335	.....	392,073	5,200,764
Germany	675	219,064	1,938	.....	18,033	245,782
Holland	.....	5,539,256	20,352	.....	6,773	.....
Ireland	.....	.....	.....	.....	.....	.....
Mexico	.....	.....	.....	.....	.....	.....
New Zealand	.....	.....	.....	.....	.....	7,684,656
Paraguay	.....	.....	.....	.....	.....	.....
Poland	700	1,109,777	151,488	.....	2,646	1,264,611
Uruguay	320,022	18,000	.....	.....	15,680	374,231
All others	21,648	287,179	114,713	.....	65,318	4,692,042
Totals—Mar. '61	4,395,433	11,973,846	779,232	472,354	662,988	64,924,311
Mar. '60	4,008,722	10,997,002	638,829	825,522	450,166	264,695
Revised: Jan. '61	4,609,985	11,832,705	1,529,976	1,661,101	785,541	301,081

Note: In addition to the above, imports of horse meat (in pounds) for March 1961 were as follows: Argentina—119,048; Mexico, 18,200; March 1960—Mexico, 38,500.

Revised data on Poland for January, 1961 are as follows: (in pounds) canned pork, 2,832,389; miscellaneous canned meats, 839,307; total, 3,671,696.

## AMI PROVISION STOCKS

Provision stocks as reported to the American Meat Institute totaled 167,300,000 lbs. on April 29. This volume was 28 per cent below the 233-, 200,000 lbs. a year earlier.

Stocks of lard and rendered pork fat totaled 63,000,000 lbs., or 2 per cent below the 64,400,000 lbs. in stock about a year earlier.

The accompanying table shows stocks in million pounds and how they compared percentage-wise with holdings two weeks previously and a year earlier.

	Apr. 29 1961	Apr. 15 1961	Apr. 30 1960
	Stocks	Pct.	Pct.
Frozen Pork:			
Picnics	1.7	89	22
Hams	25.9	107	76
Bellics	55.9	104	65
Loins	4.5	105	69
Jowls	3.1	100	66
Butts	3.9	122	174
Spareribs	5.3	95	50
Trimminings	13.3	108	84
Livers	5.5	115	106
Other Pork	20.3	99	103
Total frozen pork	139.3	104	69
Pork—cured, in cure:			
D.S. bellies	5.3	108	44
Fat backs	4.4	113	110
Hams, S.P.-D.C.	8.4	102	89
Picnics, S.P.-D.C.	.8	133	61
Bellics, S.P.-D.C.	6.8	105	91
Other cured, in cure	2.3	92	100
Total cured, in cure	28.0	105	77
Total pork prod.	167.3	104	72
Lard and RPF	63.0	102	98

## U. S. LARD STOCKS

United States lard stocks held in warehouses, factories and packing-houses, refrigerated and non-refrigerated, totaled 141,200,000 lbs. on March 31, compared with 112,400,000 lbs. a month before and 144,800,000 lbs. on the same date a year earlier.

## DOMESTIC SAUSAGE

Pork sausage, bulk (f.o.b. Chgo.)	.....
in 1-lb. roll	.....
Pork sausage, sheeps cas.	.....
in 1-lb. package	.....
Franks, sheeps casing,	.....
in 1-lb. package	.....
Franks, skinless, 1-lb.	.....
Bologna, ring, bulk	.....
Bologna, a.c., bulk	.....
Smoked liver, n.c., bulk	.....
Smoked liver, a.c., bulk	.....
Polish sausage, self-	.....
service pack	.....
New Eng. lunch spec.	.....
Olive loaf, bulk	.....
Blood, tongue, n.c.	.....
Blood, tongue, a.c.	.....
Pepper loaf, bulk	.....
Pickie & pimento loaf	.....
Bologna, a.c., sliced	.....
6, 7-oz. pack, doz.	.....
New Eng. lunch spec.,	.....
sliced, 6, 7-oz. doz.	.....
Olive loaf,	.....
sliced, 6, 7-oz. doz.	.....
P.L. sliced, 6-oz., doz.	.....
P&P loaf, sliced,	.....
6, 7-oz., dozen	.....

## DRY SAUSAGE

(Lcl, lb.)	
Cervelat, hog bungs	.....
Thuringer	.....
Farmer	.....
Holsteiner	.....
Salami, B.C.	.....
Salami, Genoa style	.....
Salami, cooked	.....
Pepperoni	.....
Sicilian	.....
Goteborg	.....
Mortadella	.....

## CHGO. WHOLESALE SMOKED MEATS

Wednesday, May 10, 1961	
Hams, to-be-cooked,	(av.)
14/16, wrapped	45
Hams, fully cooked,	
14/16, wrapped	47
Hams, to-be-cooked,	
16/18, wrapped	44
Hams, fully cooked,	
16/18, wrapped	46
Bacon, fancy, de-rind,	
8/10 lbs., wrapped	44
Bacon, fancy, sq. cut, seed-	
less, 10/12 lbs., wrapped	44
Bacon, 1-lb. sliced, 1-lb.	
heat seal, self-service, pkg.	55

## SPICES

(Basis Chicago, original barrels, bags, bales)	
Whole Ground	
Allspice, prime	86
resifted	99
Chili pepper	58
Cloves, Zanzibar	59
Ginger, Jamaica	45
Mace, fancy Banda	3.30
East Indies	2.55
Mustard flour, fancy	43
No. 1	38
West Indies nutmeg	1.60
Paprika, American,	
No. 1	55
Paprika, Spanish,	
No. 1	80
Cayenne pepper	63
Pepper:	
Red, No. 1	59
Black	59
White	70

## SAUSAGE CASINGS

(Lcl prices quoted to manufacturers of sausage)	
Beef rounds: (Per set)	
Clear, 29/35 mm.	1.25@1.50
Clear, 35/38 mm.	1.30@1.50
Clear, 35/40 mm.	1.15@1.40
Clear, 38/40 mm.	1.135@1.60
Not clear, 40 mm./up	95@1.00
Not clear, 40 mm./dn	80 @ 85
Beef weasands: (Each)	
No. 1, 24 in./up	15 @ 18
No. 1, 22 in./up	16 @ 18
Beef middles: (Per set)	
Ex. wide, 2 1/2 in./up	3.75@3.85
Spec. wide, 2 1/2 in.	2.75@3.00
Spec. med. 1 1/2 in.	1.85@2.10
Narrow, 1 1/2 in./dn	1.15@1.20
Beef bung caps: (Each)	
Clear, 5 in./up	42 @ 46
Clear, 4 1/2 in.	34 @ 38
Clear, 4 1/4 in.	21 @ 23
Clear, 3 1/2 in.	15 @ 17
Beef bladders, salted: (Each)	
7 1/2 in./up, inflated	22
6 1/2-7 1/2 in., inflated	14
5 1/2-6 1/2 in., inflated	14
Pork casings: (Per hank)	
29 mm./down	5.75@6.10
29/32 mm.	5.75@6.10
32/35 mm.	5.20@5.40
35/38 mm.	4.10@4.50
38/42 mm.	3.30@3.50
Hog bungs: (Each)	
Sow, 34 inch cut	66 @ 68
Export, 34 inch cut	60 @ 62
Large prime, 34 in.	46 @ 48
Med. prime, 34 in.	36 @ 38
Small prime, 34 in.	17 @ 19
Middles, cap off	72 @ 74
Skip bungs	11 @ 12

Sheep casings: (Per hank)	
26/28 mm.	5.50@5.60
24/26 mm.	5.25@5.35
22/24 mm.	4.20@4.25
20/22 mm.	3.65@3.75
18/20 mm.	2.70@2.80
16/18 mm.	1.55@1.65

## CURING MATERIALS

Nitrite of soda, in 400-lb. (Cwt.)	
bbls., del. or f.o.b. Chgo.	\$12.38
Pure refined gran. nitrate	
of soda, f.o.b. N.Y.	5.95
Pure refined powdered nitrate	
of soda, f.o.b. N.Y.	10.95
Salt, paper-sacked, f.o.b.	
Chgo. gran. carlots, ton	30.50
Rock salt in 100-lb.	
bags, f.o.b. whse., Chgo.	28.50
Sugar:	
f.o.b. spot, N.Y.	6.25
Refined standard cane	
gran., deliv'd. Chgo.	9.267
Packers curing sugar, 100-	
lb. bags, f.o.b. Reserve,	
La., less 2%	8.60
Dextrose, regular:	
Cerelose, (carlots, cwt.)	7.07
Ex-warehouse, Chicago	7.32

## SEEDS AND HERBS

(Lcl, lb.)	
Whole Ground	
Caraway seed	29
Cominos seed	37
Mustard seed	
fancy	20
yellow Amer.	20
Oregano	37
Coriander,	
Morocco, No. 1	32
Marjoram, French	54
Sage, Dalmatian,	
No. 1	59

# FRESH MEATS... Chicago and outside

## CHICAGO

May 9, 1961

### CARCASS BEEF

Steers, gen. range: (carlots, lb.)	
Choice, 500/600	37½
Choice, 600/700	37½
Choice, 700/800	36½ @ 37
Good, 500/600	36a
Good, 600/700	36a
Bull	33½
Commercial cow	30 @ 30½
Canner-cutter, cow	31½

### PRIMAL BEEF CUTS

Prime:	
Tr. loins, 50/70 (cl.)	78 @ 91
Sq. chux, 70/80	33 @ 34
Armchux, 80/110	31½ @ 32½
Ribs, 25/35 (cl.)	58 @ 60
Briskets, (cl.)	28 @ 28½
Navels, no. 1	15½ @ 16
Flanks, rough no. 1	15½ @ 16
Choice:	
Hindqtrs., 5/700	47n
Foreqtrs., 5/800	30½a
Rounds, 70/90 lbs.	46½b
Tr. loins, 50/70 (cl.)	63 @ 70
Sq. chux, 70/90	33 @ 34
Armchux, 80/110	31½ @ 32½
Ribs, 25/30 (cl.)	49 @ 51
Ribs, 30/35 (cl.)	46 @ 49
Briskets, (cl.)	28 @ 28½
Navels, no. 1	15½ @ 16
Flanks, rough no. 1	15½ @ 16
Good (all wts.):	
Rounds	43 @ 45
Sq. chux	32 @ 34
Briskets	27 @ 28
Ribs	42 @ 44
Loins, trim'd.	57 @ 61

### COW, BULL TENDERLOINS

C&C grade, fresh (Job lots, lb.)	
Cow, 3 lbs./down	64 @ 68
Cow, 3/4 lbs.	70 @ 73
Cow, 4/5 lbs.	78 @ 81
Cow, 5 lbs./up	93 @ 95
Bull, 5 lbs./up	93 @ 95

### CARCASS LAMB

Prime, 35/45 lbs.	34 @ 38½
Prime, 45/55 lbs.	33½ @ 38½
Prime, 55/65 lbs.	31½ @ 34
Choice, 35/45 lbs.	34 @ 38½
Choice, 45/55 lbs.	33½ @ 38½
Choice, 55/65 lbs.	31½ @ 34
Good, all wts.	30 @ 37½

### PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles	San Francisco	No. Portland
<b>FRESH BEEF (Carcass)</b>	May 9	May 9	May 9
Choice, 5-600 lbs.	\$40.00@41.00	\$41.00@41.50	\$40.50@42.00
Choice, 6-700 lbs.	39.00@40.00	39.00@41.00	39.50@41.50
Good, 5-600 lbs.	38.50@40.00	39.00@40.00	40.00@41.50
Good, 6-700 lbs.	38.00@39.00	37.00@39.00	39.00@41.00
Stand., 3-600 lbs.	36.00@38.00	37.50@39.00	37.00@38.50
<b>COW:</b>			
Commercial, all wts.	31.00@33.00	31.00@34.50	34.00@35.00
Utility, all wts.	30.50@32.50	29.50@32.50	33.00@34.00
Canner-cutter	29.00@31.50	29.50@31.50	31.00@34.00
Bull, util. & com'l.	35.00@37.00	34.00@36.00	38.00@40.00
<b>FRESH CALF:</b>			
Choice, 200 lbs./down	45.00@50.00	None quoted	44.00@47.00
Good, 200 lbs./down	44.00@48.00	43.00@46.00	42.00@45.00
<b>LAMB (Carcass):</b>	(Springs)	(Springs)	(Springs)
Prime, 45-55 lbs.	38.00@40.00	36.00@39.00	40.00@43.00
Choice, 45-55 lbs.	38.00@40.00	34.00@38.00	40.00@43.00
Prime, 55-65 lbs.	35.00@39.00	36.00@39.00	40.00@43.00
Choice, 55-65 lbs.	35.00@39.00	32.00@38.00	None quoted
Good, all wts.	33.00@37.00	None quoted	37.00@41.00
<b>FRESH PORK: (Carcass)</b>	(Packer style)	(Packer style)	(Packer style)
135-175 lbs. U.S. No. 1-3	None quoted	None quoted	28.75@30.00
<b>LOINS:</b>			
8-12 lbs.	43.00@49.00	45.00@48.00	45.00@50.00
12-16 lbs.	42.00@48.00	43.00@46.00	45.00@50.00
<b>PICNICS:</b>	(Smoked)	(Smoked)	(Smoked)
4-8 lbs.	34.00@37.00	34.50@37.00	33.00@39.00
<b>HAMS:</b>			
12-16 lbs.	43.00@46.00	43.00@48.00	44.00@50.00
16-20 lbs.	40.00@44.00	40.00@45.00	43.00@48.00

### BEEF PRODUCTS

Tongues, No. 1, 100's	(lb.)
Tongues, No. 2, 100's	29n
Hearts, regular, 100's	25½
Livers, regular, 100's	19
Livers, scalded, 35/50's	25½
Tripe, scalded, 100's	6½
Tripe, cooked, 100's	8¾n
Lips, unscalded, 100's	14½
Lips, scalded, 100's	15½
Melts	5¾
Lungs, 100's	6
Udders, 100's	5n

### FANCY MEATS

Beef tongues,	(lb.)
corned, No. 1	38
corned, No. 2	33
Veal breads, 6/12-oz.	96
12-oz./up	130
Calf tongues, 1-lb./dn.	27

### BEEF SAUS. MATERIALS FRESH

Canner-cutter cow meat,	(lb.)
barrels	44½
Bull meat, boneless,	
barrels	45½
Beef trimmings,	
75/85%, barrels	35
85/90%, barrels	40
Boneless chucks,	
barrels	44½
Beef cheek meat,	
trimmed, barrels	35½n
Beef head meat, bbls.	29¾n
Veal trimmings,	
boneless, barrels	43½ @ 44

### VEAL SKIN-OFF

Prime, 120/150	56 @ 57
Prime, 90/120	55 @ 57
Choice, 90/120	52 @ 53
Choice, 120/150	52 @ 53
Good, 90/150	46 @ 47
Commercial, 90/190	43 @ 44
Utility, 90/190	37 @ 39
Cull, 60/120	32 @ 34

### BEEF HAM SETS

Insides, 12/up, lb.	53 @ 54
Outsides, 8/up, lb.	52 @ 54
Knuckles, 7½/up, lb.	53 @ 54

n-nominal, b-bid, a-asked

## NEW YORK

May 10, 1961

### CARCASS BEEF AND CUTS

Prime steer:	(cl., lb.)
Hinds, 6/700	53 @ 60
Hinds, 7/800	53 @ 59
Rounds, cut across,	
flank off	48 @ 54
Rds., dia. bone, f.o.	49 @ 55
Short loins, untrim.	77 @ 88
Short loins, trim.	104 @ 135
Flanks	18 @ 21
Ribs	56 @ 64
Arm chucks	34½ @ 38
Briskets	30 @ 38
Plates	17 @ 21
Choice steer:	
Carcass, 6/700	45½ @ 46
Carcass, 7/800	44½ @ 45
Carcass, 8/900	44 @ 45
Hinds, 6/700	50 @ 54
Hinds, 7/800	48½ @ 54
Rounds, cut across,	
flank off	47 @ 54
Rds., dia. bone, f.o.	48 @ 55
Short loins, untrim.	54 @ 62
Short loins, trim.	74 @ 95
Flanks	18 @ 21
Ribs	47 @ 54
Arm chucks	33 @ 37
Briskets	29 @ 37
Plates	16 @ 21

Good steer:	
Carcass, 6/700	39½ @ 41
Carcass, 5/600	39½ @ 40½
Hinds, 6/700	46 @ 51
Hinds, 7/800	46 @ 52
Rounds, cut across,	
flank off	47 @ 54
Rds., dia. bone, f.o.	48 @ 55
Short loins, untrim.	48 @ 53
Short loins, trim.	58 @ 65
Flanks	17 @ 21
Ribs	46 @ 52
Arm chucks	33 @ 36

### FANCY MEATS

Veal breads, 6/12-oz.	105
12-oz./up	135
Beef livers, selected	33
Beef kidneys	26
Oxtails, ¾-lb., frozen	20

### VEAL SKIN-OFF

(Carcass prices, cl., lb.)	
Prime, 90/120	57 @ 61
Prime, 120/150	56 @ 59
Choice, 90/120	47 @ 51
Choice, 120/150	45 @ 50
Choice calf, all wts.	43 @ 48
Good, 60/90	42 @ 48
Good, 90/120	43 @ 48
Good, 120/150	42 @ 45
Good calf, all wts.	41 @ 44

### CARCASS LAMB

(cl., lb.)	
Prime, 35/45	38 @ 41
Prime, 45/55	34½ @ 37
Prime, 55/65	31 @ 34
Choice, 35/45	38 @ 41
Choice, 45/55	34½ @ 37
Choice, 55/65	31 @ 34
Good, 35/45	27 @ 31
Good, 45/55	27 @ 31
Good, 55/65	24 @ 28
(Carlots, lb.)	
Choice, 35/45	35 @ 39
Choice, 45/55	29 @ 31
Choice, 55/65	26 @ 29

### CARCASS BEEF

(Carlots, lb.)	
Steer, choice, 6/700	43 @ 44½
Steer, choice, 7/800	42 @ 44
Steer, choice, 8/900	40½ @ 42½
Steer, good, 6/700	38 @ 39½
Steer, good, 7/800	37 @ 39
Steer, good, 8/900	36 @ 38

### PHILA. FRESH MEATS

May 9, 1961

<b>PRIME STEER:</b>	(cl., lb.)
Carcass, 5/700	43 @ 44½
Carcass, 7/900	42½ @ 44
Rounds, flank off	51 @ 55
Loins, full, untr.	55 @ 59
Ribs, 7-bone	58 @ 62
Armchux, 5-bone	33½ @ 35
Briskets, 5-bone	27 @ 30
<b>CHOICE STEER:</b>	
Carcass, 5/700	41 @ 42½
Carcass, 7/900	40 @ 42
Rounds, flank off	48 @ 52
Loins, full, untr.	48 @ 52
Loins, full, trim.	60 @ 65
Ribs, 7-bone	50 @ 54
Armchux, 5-bone	33½ @ 36
Briskets, 5-bone	27 @ 30
<b>GOOD STEER:</b>	
Carcass, 5/700	39 @ 40½
Carcass, 7/900	38½ @ 40
Rounds, flank off	47 @ 50
Loins, full, untr.	45 @ 48
Loins, full, trim.	56 @ 61
Ribs, 7-bone	46 @ 49
Armchux, 5-bone	33½ @ 35
Briskets, 5-bone	27 @ 30
<b>COW CARCASS:</b>	
Comm'l., 350/700	33 @ 35½
Utility, 350/700	32½ @ 35
Can-cut, 350/700	32 @ 34
<b>VEAL CARC.</b>	Choice Good
60/90 lbs.	n.q. 43 @ 45
90/120 lbs.	48 @ 50 44 @ 47
120/150 lbs.	47 @ 50 44 @ 46
<b>LAMB CARC.</b>	Ch.&Pr. Good
35/45 lbs.	37 @ 39 33 @ 35
45/55 lbs.	35 @ 37 31 @ 33
55/65 lbs.	31 @ 34 28 @ 31

### Phila., N. Y. Fresh Pork

<b>PHILADELPHIA:</b>	(cl., lb.)
Loins, reg., 8/12	42 @ 44
Loins, reg., 12/16	40 @ 42
Boston butts, 4/8	34 @ 36
Spareribs, 3 lb./dn	38 @ 40
Hams, sknd., 12/14	39 @ 41
Picnics, s.s., 4/6	29 @ 32
Picnics, s.s., 6/8	27½ @ 30
Bellies, 10/14	28 @ 30½
<b>NEW YORK:</b>	(cl., lb.)
Loins, reg., 8/12	43 @ 50
Loins, reg., 12/16	41½ @ 44
Boston butts, 4/8	34 @ 38
Hams, sknd., 12/16	40 @ 47
Spareribs, 3 lb./dn	39 @ 46

### CHGO. FRESH PORK AND PORK PRODUCTS

May 9, 1961

Hams, skinned, 10/12	41
Hams, skinned, 12/14	41
Hams, skinned, 14/18	38½
Picnics, 4/6 lbs.	28
Picnics, 6/8 lbs.	27½
Pork loins, boneless	58
Shoulders, 16/dn.	30
(Job lots, lbs.)	
Pork livers	17
Tenderloins, fresh, 10's	75
Neck bones, bbls.	9
Feet, s.c., bbls.	7 @ 8

### OMAHA, DENVER MEATS

(Carcass carlots, cwt.)

Omaha, May 10, 1961

Choice steer, 6/700	\$36.25 @ 36.50
Choice steer, 7/800	35.75 @ 36.25
Choice steer, 8/900	35.25 @ 35.50
Good steer, 6/800	34.25 @ 36.00
Choice heifer, 5/700	36.00 @ 36.25
Good heifer, 5/700	34.00 @ 34.50
Cow, c-e & util.	29.50 @ 30.50
Pork loins, 8/12	40.50 @ 41.00
Fork loins, 12/16	30.50 @ 31.00
Bot. butts, 4/8	36.00 @ 39.00
Hams, sknd., 12/14	36.00 @ 39.00
<b>Denver, May 9, 1961</b>	
Choice steer, 6/700	36.50
Choice steer, 7/800	36.00 @ 36.50
Choice steer, 8/900	34.45 @ 35.00
Good steer, 7/800	34.95
Good steer, 7/800	34.95
Choice heifer, 6/700	35.95 @ 36.70
Good heifer, 6/700	33.00 @ 34.00

### CHGO. PORK SAUSAGE MATERIALS—FRESH

Pork trimmings:	(Job lots)
40% lean, barrels	17½
50% lean, barrels	18½
80% lean, barrels	37
95% lean, barrels	49
Pork head meat	30
Pork cheek meat	
trimmed, barrels	36
Pork cheek meat,	
untrimmed	34

# PORK AND LARD... Chicago and outside

## CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service  
CASH PRICES

(Carlot basis, Chicago price zone, May 10, 1961)

SKINNED HAMS		BELLIES	
F.F.A. or Fresh	Frozen	29 1/2 n	6 8
40	10 12	29 1/2	8 10
40 @ 40 1/2	12 14	29 @ 29 1/2	10 12
37 @ 37 1/2	14 16	28	12 14
36 1/2	16 18	25	14 16
35	18 20	24 1/2	16 18
33 1/2	20 22	24	18 20
33	22 24		
33b	24 26		
33b	25 30		
32 @ 32 1/2	25 up, 2s in		

PICNICS		FAT BACKS	
F.F.A. or Fresh	Frozen	Frozen or fresh	Cured
27 1/2	4/6	8 1/4 n	6/8
26 1/2	6/8	8 1/4 n	8/10
26	8/10	8 1/2 n	10/12
26	10/12	10 n	12/14
24a	f.f.a. 8/uo 2s in	10 1/2 n	14/16
24 1/4	fresh 8/up 2s in	10 3/4 n	16/18

FRESH PORK CUTS		OTHER CELLAR CUTS	
Job Lot	Car Lot	Frozen or fresh	Cured
42 1/2 @ 43	Loins, 12/dn	14 1/2	Sq. jowls, boxed
40 @ 40 1/2	Loins, 12/16	13	Jowl butts, loose
34	Loins, 16/20	13 1/2 n	Jowl butts, boxed
33	Loins, 20/up		
33 1/2 @ 34	Butts, 4/8		
32	Butts, 8/12		
32	Butts, 8/up		
37 1/2	Ribs, 3/dn		
30	Ribs, 3/5		
23	Ribs, 5/up		

### DRUM LARD FUTURES

FRIDAY, MAY 5, 1961			
Open	High	Low	Close
May 11.05	11.30	11.05	11.07a
July 11.45	11.57	11.35	11.42
Sept. 11.60	11.60	11.50	11.50a
Oct. ....	...	...	11.60n
Nov. 11.30	11.30	11.30	11.30
Dec. ....	...	...	11.55n

Sales: 880,000 lbs.  
Open interest at close, Thurs., May 4: May, 62; July, 284; Sept., 110; Oct., 1; Nov., 1 Dec., 9 lots.

MONDAY, MAY 8, 1961			
May	11.00	11.00	10.85
July	11.40	11.40	11.12
Sept.	11.62	11.62	11.15
Oct.	...	...	11.35a
Nov.	...	...	10.90a
Dec.	11.25	11.25	11.25

Sales: 3,600,000 lbs.  
Open interest at close, Fri., May 5: May, 59; July, 285; Sept., 110; Oct., 1; Nov., 2, and Dec., 9 lots.

TUESDAY, MAY 9, 1961			
May	10.70	10.70	10.75b
July	11.05	11.20	11.05
Sept.	11.20	11.25	11.17
Oct.	...	...	11.35a
Nov.	...	...	10.90n
Dec.	...	...	11.25b

Sales: 3,800,000 lbs.  
Open interest at close, Mon., May 8: May, 57; July, 285; Sept., 113; Oct., 1; Nov., 2, and Dec., 9 lots.

WEDNESDAY, MAY 10, 1961			
May	10.75	10.90	10.75
July	11.10	11.20	11.05
Sept.	11.30	11.35	11.22
Oct.	11.20	11.25	11.20
Nov.	...	...	10.90n
Dec.	...	...	11.35b

Sales: 2,040,000 lbs.  
Open interest at close, Tues., May 9: May, 41; July, 301; Sept., 115; Oct., 1; Nov., 2, Dec., 9 lots.

THURSDAY, MAY 11, 1961			
May	10.95	11.02	10.92
July	11.30	11.35	11.15
Sept.	11.40	11.42	11.35
Oct.	...	...	11.32a
Nov.	10.95	...	10.95a
Dec.	11.45	11.45	11.35

Sales: 1,680,000 lbs.  
Open interest at close, Wed., May 10: May, 33; July, 308; Sept., 115; Oct., 4, Nov., 2, Dec., 9 lots.

### CHICAGO LARD STOCKS

Stocks of drummed lard in Chicago were reported in pounds by the Board of Trade, as follows:

	May 5, 1961	May 6, 1961
P.S. lard (a)	3,920,000	5,269,313
P.S. lard (b)	40,000	
D.R. lard (a)	4,482,512	1,516,949
D.R. lard (b)		911,363
TOTAL LARD	8,442,512	7,497,625

(a) Made since Oct. 1, 1960.  
(b) Made previous to Oct. 1, 1960.

### PET FOOD

Canned food and canned or fresh frozen food component for dogs, cats and like animals prepared under federal inspection and certification totaled 4,529,078 lbs. in the week ended April 22.

### Meats at 15-Mo. Low

Meat prices for the week ended May 2 were at their lowest level in about 15 months, according to a Bureau of Labor Statistics wholesale price index. The previous low was 92.4 in February, last year. The meat index for the period at 93.5 was down from 93.9 for the previous week. The average primary market price index at 119.3 was the lowest in about six months on the basis of the 1947-49 average of 100 per cent.

### SHAVE DOWN MINUS MARGINS ON LIGHTER HOGS

(Chicago costs, credits and realizations for Monday and Tuesday)

Cut-out margins on light hogs emerged out of this week's shifts in prices somewhat to the better as did those on mediumweights, while heavies took a moderate set-back. Higher realizations from lean pork accounted mostly for the shrinkage in minus margins on the two lighter weights, helped somewhat by lower costs.

	Value —180-220 lbs.—	Value —220-240 lbs.—	Value —240-270 lbs.—
	per cwt. fin. alive	per cwt. fin. alive	per cwt. fin. alive
Lean cuts	\$11.78	\$16.98	\$11.20
Fat cuts, lard	4.97	7.14	4.98
Ribs, trimms., etc.	2.13	3.05	1.99
Cost of hogs	17.25	16.75	16.19
Condemnation loss	.08	.08	.08
Handling, overhead	2.80	2.55	2.30
TOTAL COST	20.13	28.96	19.38
TOTAL VALUE	18.88	17.17	18.17
Cutting margin	-1.25	-1.79	-1.21
Margin last week	-1.61	-2.33	-1.49

### PACIFIC COAST WHOLESALE LARD PRICES

	Los Angeles	San Francisco	No. Portland
	May 9	May 9	May 9
1-lbs. cartons	16.50 @ 18.00	16.00 @ 20.00	16.50 @ 20.75
50-lb. cartons & cans	16.00 @ 16.50	16.00 @ 19.00	None quoted
Tierces	15.50 @ 16.25	15.00 @ 17.00	15.00 @ 17.50

### PACKERS' WHOLESALE

#### LARD PRICES

Wednesday, May 10, 1961	
Refined lard, drums, f.o.b. Chicago	\$13.25
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago	12.75
Kettle rendered, 50-lb. tins, f.o.b. Chicago	14.75
Leaf, kettle rendered, drums, f.o.b. Chicago	14.25
Lard flakes	14.00
Standard shortening, North & South, delivered	22.50
Hydrogenated shortening, N. & S., drums, del'vd.	22.75

### VEGETABLES OILS

Wednesday, May 9, 1961

Crude cottonseed oil, f.o.b.	
Texas	14 @ 14 1/2 n
Southeast	14 1/2 n
Valley	14 1/2 b
Corn oil in tanks, f.o.b. Decatur	17 1/2
Soybean oil, f.o.b. mills	12.65 @ 12.75 n
Coconut oil, f.o.b. Pacific Coast	11 1/2 n
Peanut oil, f.o.b. mills	15 n
Cottonseed foots: Midwest, West Coast	1%
East	1%
Soybean foots: Midwest	1%

### WEEK'S LARD PRICES

	P.S. or D.R.	Dry rend. cash loose tierces (Bd. Trd.)	Ref. in 50-lb. loose tins (Bd. Open Trd.)
May 5	11.07n	10.00	12.50n
May 8	10.85n	9.37a	12.00n
May 9	10.75n	9.37	12.00n
May 10	10.90n	9.50	12.00n
May 11	11.02n	9.75	12.25n

Note: add 1/2¢ to all lard prices ending in 2 or 7.  
n-nominal, a-asked, b-bid

### HOG-CORN RATIOS COMPARED

The hog-corn ratio based on barrows and gilts at Chicago for the week ended May 6, 1961, was 14.9, the U. S. Department of Agriculture has reported. This ratio compared with the 14.7 ratio for the preceding week and 13.2 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.123, \$1.135 and \$1.200 per bu. during the three periods, respectively.

### N. Y. COTTONSEED OIL CLOSING

Closing cottonseed oil futures in New York were as follows:  
May 5—May, 16.12-11; July, 15.92-94; Sept., 15.13b-18a; Oct., 14.57-59; Dec., 14.40b-46a; Mar., 14.45b-50a; May, 14.47b-60a, and July, 14.47b-60a.  
May 8—May, 16.07-10; July, 15.76-78; Sept., 15.03b-05a; Oct., 14.44b; Dec., 14.35b-40a; Mar., 14.35b; May, 14.35b, and July, 14.35b.  
May 9—May, 16.04b-10a; July, 15.61; Sept., 15.18b-20a; Oct., 14.40; Dec., 14.17b-20a; Mar., 14.20b; May, 14.24b, and July, 14.24b.  
May 10—May, 16.42; July, 15.96-97; Sept., 15.18b-20a; Oct., 14.54b-58a; Dec., 14.29b-33a; Mar., 14.33b; May, 14.35b, and July, 14.35b.  
May 11—May, 15.44b-55a; July, 15.90-91; Sept., 15.10b-13a; Oct., 14.49-47; Dec., 14.26; Mar., 14.30b; May, 14.30b, and July, 14.30b.  
a-asked, b-bid.



# BY-PRODUCTS...FATS AND OILS

## BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)  
Wednesday, May 9, 1961

BLOOD	
Unground, per unit of ammonia, bulk .....	7.00n
DIGESTER FEED TANKAGE MATERIALS	
Wet rendered, unground, loose	7.50n
Low test .....	7.25n
Med. test .....	7.25n
High test .....	7.00n

### PACKINGHOUSE FEEDS

Cariots, ton	
50% meat, bone scraps, bagged	\$102.50@105.00
50% meat, bone scraps, bulk	100.00@102.50
60% digester tankage, bagged	102.50@107.50
60% digester tankage, bulk	100.00@105.00
80% blood meal, bagged	137.50
Steamed bone meal, 50-lb. bags (specially prepared)	100.00
60% steamed bone meal, bagged	90.00

### FERTILIZER MATERIALS

Feather tankage, ground, per unit ammonia (85% prot.)	*5.00
Hoof meal, per unit ammonia	16.50@ 6.75

### DRY RENDERED TANKAGE

Low test, per unit protein	1.80n
Medium test, per unit prot.	1.75n
High test, per unit prot.	1.70n

### GELATIN AND GLUE STOCKS

Bone stock, (gelatin), ton	18.50
Jaws, feet (non gel) ton	5.00@ 7.50
Trim bone, ton	7.00@ 11.00
Pigskins (gelatin), lb. (cl)	8@ 8½
Pigskins, smoked, edible (cl)	16@ 18½

### ANIMAL HAIR

Winter coll-dried, c.a.f. midwest, ton	60.00@ 80.00
Winter, coll-dried, midwest, ton	65.00@ 70.00
Cattle switches, piece	1@ 2
Summer processed (Apr.-Oct.) gray, lb.	11@ 13

\*Del. midwest, †del. midwest, n—nom., a—asked

## TALLOWs and GREASES

Wednesday, May 10, 1961

The inedible fats market on Thursday of last week was still inclined to some firmness. Some trading was consummated on bleachable fancy tallow at 8¢, on special tallow at 7½¢, and on No. 1 tallow and yellow grease at 7¼¢, all c.a.f. Chicago. Edible tallow changed hands at 10¢, f.o.b. River, and at 10¼¢, c.a.f. Chicago. Some prime tallow moved at 7¾¢, also c.a.f. Chicago.

Friday's inedible fats market carried a soft undertone. Bleachable fancy tallow was bid at 7¾¢, c.a.f. Chicago, and it was offered at 8¢. The same material met buying interest at 8½¢@8¼¢, c.a.f. New York, with the top price on high titre stock. It was also bid at 8¢, c.a.f. Avondale, La. Choice white grease, all hog, was available at 8¾¢, c.a.f. Chicago, and at 8¾¢@9¢, c.a.f. East; best reported inquiry for eastern destination was at 8¾¢.

Some No. 2 tallow sold within the quoted range of 6½¢@6¾¢, c.a.f. Chicago. Edible tallow sold at 9¾¢, f.o.b.

Denver, with some offerings reported at 10¢, f.o.b. River basis. A few tanks of edible tallow traded at 10¢, c.a.f. Chicago. Some bleachable fancy tallow reportedly sold at 8¢, c.a.f. Avondale. A couple of tanks of special tallow, select material, sold at 7½¢, c.a.f. Chicago.

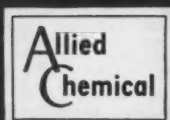
On Monday of the new week, some edible tallow traded at 9½¢, f.o.b. River points; several tanks of edible tallow also sold at 9¾¢, delivered Chicago. Bleachable fancy tallow was bid at 8@8½¢, c.a.f. New York; some traded within the quoted range of 7¾¢@8¢, c.a.f. Chicago. Special tallow sold at 7¾¢@7½¢, and yellow grease at 7½¢@7¼¢, also c.a.f. Chicago. Choice white grease, all hog, sold at 8½¢, Chicago, for immediate shipment to ship. On the other hand, prompt and slightly deferred shipment stock was offered at 8¾¢, c.a.f. Chicago area.

Additional tanks of choice white grease, all hog, for quick shipment to ship, sold at 8¾¢@8½¢, Chicago. Prompt shipment stock was available at 8¼¢, c.a.f. Chicago. Continued easiness was felt in other inedible fats items. Bleachable fancy tallow

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traded at 77¢, special tallow and B-white grease at 73¢, and No. 1 tallow and yellow grease at 71¢, all c.a.f. Chicago. Several more tanks of edible tallow moved at 9½¢, f.o.b. River points. Bleachable fancy tallow was sought at 8¢, c.a.f. New York, and at 7¼¢@7½¢, c.a.f. New Orleans, and price depended on quality of stock traded.

The tallow and grease market was called steady at midweek. Bleachable fancy tallow sold at 7½¢, and yellow grease at 7½¢, delivered Chicago. Choice white grease, all hog, was available at 8¾¢, c.a.f. New York, with bids fractionally lower. The same material was offered at 8¼¢, c.a.f. Chicago. Edible tallow sold at 9½¢, f.o.b. River, and at 9¼¢, c.a.f. Chicago, several tanks involved. Several tanks sold late—bleachable fancy at 7½¢, prime tallow at 7½¢, and special at 7¾¢, c.a.f. Chicago.

**TALLOW:** Wednesday's quotations: edible tallow, 9½¢, f.o.b. River, and 9¼¢, Chicago basis; original fancy tallow, 8½¢; bleachable fancy tallow, 7½¢; prime tallow, 7½¢; special tallow, 7¾¢; No. 1 tallow, 7½¢, and No. 2 tallow, 6½¢.

**GREASES:** Choice white grease, all hog, 8¼¢; B-white grease, 7¾¢; yellow grease, 7½¢, and house grease was quoted at 7½¢.

## EASTERN BY-PRODUCTS

New York, May 10, 1961

Dried blood was quoted today at \$6.25 per unit of ammonia. Wet rendered tankage was listed at \$6.25 per unit of ammonia and dry rendered tankage was quoted at \$1.70 per protein unit.

## CHICAGO HIDES

Wednesday, May 10, 1961

**BIG PACKER HIDES:** About 100,000 hides were sold in the big packer market last week, including some bookings to packers' tanning subsidiaries. April-May River heavy native steers and some low freight sold steady. Branded steers were also steady, with most of the activity centered in Colorado's. Heavy native cows and branded cows sold steady. Sales of light natives ranged from 18@20½¢, the outside price for 1,000 Evansville's. About 15,000 Northern branded cows and several thousand Southwestern's sold at the usual premium price.

The market was quiet as the new week opened, with bids and offerings scarce. However, on Tuesday, one large producer sold about 28,000 hides, including heavy native steers, branded steers, heavy native cows

and Northern light native cows at steady prices. One independent moved a car each of light native steers and Colorado steers. Two major producers were reported holding for a ½¢ increase, and, in the case of certain light native cows, 1¢ higher was asked.

At midweek, a little additional trading took place at steady prices, but some larger producers were still holding stronger prices. River light native cows were in good demand, with some bid ½¢ above last sales, but 1¢ higher was asked. About 50,000 hides were sold throughout the day Wednesday.

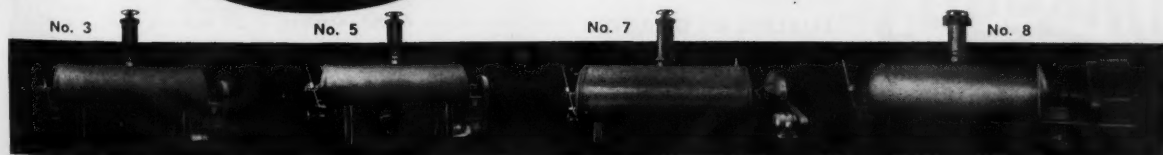
**SMALL PACKER AND COUNTRY HIDES:** Buyers expressed lower price ideas in Midwestern small packer hides, while sellers were reluctant to make concessions, especially for the plump, medium stock. Some thin, spready, 50/52-lb. cows were reported available at 14½¢@15¢, and top steer offerings were reported available at 16½¢@17½¢. The 60/62's, plump and mediums, ruled steady at 13½¢@14¢, with some sales of spready hides 1¢ to 2¢ less. Bulk of 52/54-lb. locker-butcherers sold at 13¢@13½¢, f.o.b. shipping points, with straight renderers 1¢ less. Most sales of 48/50-lb. No. 3 hides were at 9½¢@10¢, f.o.b. ship-

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ping point. Choice trimmed Northern horse hides were mostly steady at 7.25@7.50, f.o.b. shipping points. Ordinary lots moved at 5.50@6.00.

**CALFSKINS AND KIPSKINS:** Last trading in big packer Northern light calf was at 60¢, with heavy calf nominal at 62½¢, awaiting next trading. River kips were quoted at 55¢, on the basis of last sales. Overweights were nominal at 45¢. Last sales of big packer regular slunks were at 1.90, f.o.b. shipping points. Small packer allweight calf was quoted steady at 42@45¢, as were kips at 37@39¢, with some held higher. Country allweight calf ruled steady at 30@31¢; allweight kips were pegged at 25@26¢ nominal.

**SHEEPSKINS:** Trading continued slow in the shearling market, with Northern River No. 1's going mostly at .65@.85, points and quality considered. Same point No. 2's were draggy at .50@.60. Southwestern No. 1's were listed nominally at 1.00@1.15, as were No. 2's at .65@.75. Southwestern product was quoted at 1.65@1.70. Midwestern lamb pelts sold mostly at 2.40 per cwt., live-weight. Some spring lambs reportedly sold at 1.50. Full wool dry pelts were offered at .18, but were not sold. Pickled lambs were steady at 4.75, as were sheep at 5.50 per dozen.

## MEAT PRODUCTS GRADED

Meat and meat products graded or accepted as complying with specifications of the USDA (in 000 lbs.):

	Mar. 1961	Mar. 1960
Beef .....	601,398	579,565
Veal and Calf .....	13,351	12,160
Lamb and mutton .....	37,458	23,899
Totals .....	652,207	615,624
Bull, stag .....	1,126	796
Other meats, lard .....	17,349	12,902
Grand totals .....	670,682	629,322

## CHICAGO HIDE QUOTATIONS

PACKER HIDES		Cor. date
Wednesday, May 10, 1961		1960
Lgt. native steers ..	20	22 @ 23
Hvy. nat. steers ..	14½ @ 15	14½ @ 15
Ex. lgt. nat. steers ..	21½n	24
Butt-Brand. steers ..	12	13
Colorado steers ..	11	12b
Hvy. Texas steers ..	11½n	13n
Light Texas steers ..	18n	20n
Ex. lgt. Texas steers ..	19½n	22n
Heavy native cows ..	16 @ 16½	17 @ 17½
Light nat. cows ..	18 @ 20½	20 @ 21n
Branded cows ..	14½ @ 15½n	16 @ 16½
Native bulls ..	10½ @ 11n	11½ @ 12n
Branded bulls ..	9½ @ 10n	10½ @ 11n
Calfskins:		
Northern, 10/15 lbs.	62½n	56½n
10 lbs./down ..	60n	55n
Kips, Northern native, 15/25 lbs. ....	55n	45n

SMALL PACKER HIDES		
60/62-lb. avg. ....	13½ @ 14n	14 @ 14½n
50/52-lb. avg. ....	16½ @ 17½n	17 @ 17½n

SMALL PACKER SKINS		
Calfskins, all wts. ..	.42 @ 45n	43 @ 45n
Kipskins, all wts. ..	.37 @ 39n	35 @ 37n

SHEEPSKINS		
Packer shearlings:		
No. 1 .....	.65 @ .85	1.80 @ 2.25
No. 2 .....	.50 @ .60	1.50 @ 1.65
Dry Pelts .....	.18n	.23n
Horsehides, untrim. 8.00 @ 8.50n	10.00 @ 10.50n	
Horsehides, trim. ... 7.25 @ 7.50n	9.50 @ 10.00n	

## EDIBLE OIL SHIPMENTS

Shipments of shortening and edible oils totaled 396,918,000 lbs. in March. Of this volume, 187,753,000 lbs. were shortening; 117,213,000 lbs. cooking oils, and 91,952,000 lbs. were oleo oils. Shipments in March, 1960, amounted to 401,332,000 lbs.

## N. Y. HIDE FUTURES

Friday, May 5, 1961				
	Open	High	Low	Close
July ...	16.99	17.00	16.95	17.00
Oct. ...	16.85b	16.85	16.85	16.85
Jan. ...	16.70b	...	...	16.85b-.80a
Apr. ...	16.60b	...	...	16.55b-.70a
July ...	16.50b	...	...	16.45b-.60a
Sales: 13 lots.				
Monday, May 8, 1961				
July ...	16.95b	16.90	16.16	16.85
Oct. ...	16.80b	...	...	16.87b-.73a
Jan. ...	16.65b	...	...	16.60b-.70a
Apr. ...	16.55b	...	...	16.50b-.55a
July ...	16.40b	...	...	16.40b-.50a
Sales: 7 lots.				
Tuesday, May 9, 1961				
July ...	16.75b	16.80	16.60	16.62b-.70a
Oct. ...	16.60b	16.60	16.56	16.55b-.65a
Jan. ...	16.45b	...	...	16.50b-.56a
Apr. ...	16.50b	16.50	16.50	16.38b-.50a
July ...	16.40b	...	...	16.28b-.43a
Sales: 15 lots.				
Wednesday, May 10, 1961				
July ...	16.60b	17.05	16.90	17.01
Oct. ...	16.60b	17.00	16.60	16.95
Jan. ...	16.45b	...	...	16.85b-.95a
Apr. ...	16.35b	...	...	16.70b-.90a
July ...	16.25b	...	...	16.60b-.85a
Sales: 19 lots.				
Thursday, May 11, 1961				
July ...	17.11b	17.10	17.10	16.90b-17.00a
Oct. ...	17.00b	17.00	16.90	16.82-90
Jan. ...	16.90b	16.90	16.90	16.81b-.86a
Apr. ...	16.66b	...	...	16.65b-.80a
July ...	16.54b	...	...	16.50b-.75a
Sales: 9 lots.				

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CHATHAM, ONTARIO, CANADA

# LIVESTOCK MARKETS... Weekly Review

## Coordinated Beef Improvement Conference Set For July 6-8 at Colorado State University

Another milestone on the long road toward the "ultimate" in beef animals will be charted July 6-8 at Fort Collins, Colo., during a special conference on coordinated beef improvement, Dudley T. Campbell, secretary of the American National Cattlemen's Association, has announced. Final plans are being drafted for the major intra-industry session to be sponsored jointly by the American Society of Animal Production and Colorado State University.

Campbell said the object of the conference is to "give direction to the economical and efficient production of beef animal to continue to meet the desires of the consumer and the needs of the cattle and beef industry." Featuring a maximum of workshop sessions in which stockmen, industry people and scientists can exchange views, the conference will delve into cattle and beef improvement through breeding, feeding and marketing or merchandising. A section of the beef conference will consider current and proposed research into carcass evaluation.

Campbell said that a special planning committee, headed by Charles Quarre, has made arrangements for accommodating more than 400 participants and for holding research displays and demonstrations on that Colorado school campus.

## STOCKER-FEEDER MOVEMENT OF CATTLE, SHEEP

Stockers and feeder cattle and sheep received in several north central states in March, 1961-60, as reported by the U. S. Department of Agriculture:

	CATTLE AND CALVES				Totals	
	P.S. Yards	Direct	March	March	Jan.-March	1961
Ohio .....	1960	1961	1960	1961	1960	1961
Indiana .....	3,431	4,540	3,025	1,441	19,790	17,618
Illinois .....	7,072	5,011	9,605	13,058	60,959	52,667
Michigan .....	20,520	18,275	39,895	41,351	168,971	189,748
Minnesota .....	2,069	2,403	1,605	1,601	11,037	10,842
Iowa .....	14,410	13,318	20,756	21,701	130,969	132,892
S. Dakota .....	59,300	63,405	63,379	86,726	377,748	461,199
Nebraska .....	5,033	12,197	4,836	13,357	98,078	56,647
Totals .....	20,181	29,941	29,741	73,999	148,990	268,144
Totals, March, 1960-1960	136,016	149,090	172,841	253,234	956,542	1,189,757

	SHEEP AND LAMBS				Totals	
	P.S. Yards	Direct	March	March	Jan.-March	1961
Ohio .....	1960	1961	1960	1961	1960	1961
Indiana .....	473	795	762	1,934	3,776	10,409
Illinois .....	917	709	780	250	5,500	2,692
Michigan .....	1,064	4,211	12,488	5,933	52,808	30,428
Minnesota .....	766	550	252	400	5,001	4,708
Iowa .....	13,879	14,899	14,512	9,676	96,947	87,674
S. Dakota .....	16,685	13,974	62,111	28,194	208,584	173,953
Nebraska .....	1,916	4,854	10,903	9,529	40,214	61,071
Totals .....	9,075	10,603	12,307	12,289	66,602	53,337
Totals, March, 1960-1960	44,775	50,595	114,115	68,205	479,432	424,272

Data in this report are obtained from state veterinarians. Under "Public Stockyards" are included stockers and feeders which were bought at stockyards. Under "Direct" are included stockers and feeders bought at public stockyards, some of which are inspected at public stockyards while stopping for feed, water and rest en route.

## LIVESTOCK RECEIPTS AT 55 MARKETS

A summary of receipts of livestock at 55 public markets, March, 1961 and 1960, as reported by the U. S. Department of Agriculture:

	CATTLE			CALVES		
	Salable receipts	Total receipts	Local slaughter	Salable receipts	Total receipts	Local slaughter
Mar. 1961 ..	1,231,945	1,430,329	689,755	156,566	198,186	77,211
Mar. 1960 ..	1,305,548	1,496,271	728,891	182,295	216,834	95,322
3 mo. 1961 ..	3,720,553	4,253,785	2,150,181	495,369	597,346	233,870
3 mo. 1960 ..	3,855,363	4,366,376	2,224,470	533,170	635,552	267,396
5-yr. av. (Mar. 1956-60) ..	1,315,591	1,537,430	818,065	211,433	266,915	141,346
	HOGS			SHEEP AND LAMBS		
	Salable receipts	Total receipts	Local slaughter	Salable receipts	Total receipts	Local slaughter
Mar. 1961 ..	1,852,333	2,529,734	1,742,124	589,394	938,406	567,912
Mar. 1960 ..	2,072,546	2,782,156	1,934,347	531,288	857,867	479,450
3 mo. 1961 ..	5,399,846	7,349,820	5,012,653	1,806,443	2,776,745	1,633,990
3 mo. 1960 ..	6,394,417	8,693,141	5,963,758	1,685,505	2,759,102	1,508,405
5-yr. av. (Mar. 1956-60) ..	2,016,424	2,838,068	2,033,328	542,763	946,690	516,348

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, May 9, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

	N.S. Yds.	Chicago	Sioux City	Omaha	St. Paul
<b>HOGS:</b>					
<b>BARROWS &amp; GILTS:</b>					
U.S. No. 1:					
180-200 .....	\$17.50-17.75	-----	\$16.00-16.50	-----	\$17.00-17.25
200-220 .....	17.50-17.75	-----	16.50-16.75	\$16.50-16.75	17.00-17.25
220-240 .....	-----	-----	16.50-16.75	16.50-16.75	17.00-17.25
U.S. No. 2:					
180-200 .....	-----	-----	16.00-16.50	-----	-----
200-220 .....	-----	-----	16.50-16.75	-----	16.75-17.00
220-240 .....	-----	-----	16.50-16.75	-----	16.75-17.00
240-270 .....	-----	-----	15.50-16.25	-----	-----
U.S. No. 3:					
200-220 .....	16.50-17.00	\$16.75-17.00	16.00-16.25	-----	16.00-16.50
220-240 .....	16.25-17.00	16.00-16.75	15.25-16.00	-----	16.00-16.50
240-270 .....	15.50-16.35	15.75-16.25	15.00-15.25	-----	15.75-16.25
270-300 .....	15.50-16.00	15.50-15.75	-----	-----	15.50-16.00
U.S. No. 1-2:					
180-200 .....	17.25-17.65	17.00-17.75	16.00-16.50	16.00-16.50	16.75-17.00
200-220 .....	17.00-17.65	17.25-17.75	16.00-16.75	16.50-16.75	16.75-17.00
220-240 .....	16.60-17.60	17.00-17.50	16.00-16.75	16.50-16.75	16.75-17.00
U.S. No. 2-3:					
200-220 .....	16.50-17.35	16.75-17.50	16.00-16.50	16.00-16.50	16.00-16.50
220-240 .....	16.25-17.35	16.25-17.25	16.00-16.50	16.00-16.50	16.00-16.50
240-270 .....	15.50-16.75	15.75-16.50	15.50-16.00	15.50-16.25	15.75-16.50
270-300 .....	15.50-16.00	15.50-16.00	15.00-15.50	15.25-16.00	15.50-16.00
U.S. No. 1-2-3:					
180-200 .....	16.75-17.40	17.00-17.50	16.00-16.50	15.25-16.00	16.25-16.50
200-220 .....	16.75-17.40	17.00-17.50	16.25-16.50	16.00-16.50	16.25-16.50
220-240 .....	16.35-17.35	16.50-17.25	16.25-16.50	16.00-16.50	16.25-16.50
240-270 .....	15.75-17.00	16.00-16.75	15.50-16.35	15.50-16.50	15.75-16.50
<b>SOWS:</b>					
U.S. No. 1-2-3:					
180-270 .....	15.25-15.50	-----	-----	-----	-----
270-330 .....	15.00-15.50	-----	14.75-15.00	15.00-15.50	15.25-15.50
330-400 .....	14.50-15.50	14.50-15.00	14.25-14.75	14.50-15.25	14.50-15.50
400-550 .....	14.00-14.75	13.75-14.75	13.50-14.50	14.00-15.00	14.00-14.75
<b>SLAUGHTER CATTLE &amp; CALVES:</b>					
<b>STEERS:</b>					
Prime:					
900-1100 .....	-----	25.00-26.50	24.25-25.50	24.00-25.25	-----
1100-1300 .....	-----	25.00-27.00	24.25-25.50	24.00-25.25	-----
1300-1500 .....	-----	24.00-27.00	23.50-25.25	23.00-25.00	-----
Choice:					
700-900 .....	23.50-25.25	-----	-----	-----	23.50-25.00
900-1100 .....	23.50-25.25	23.25-25.00	22.50-24.25	22.50-24.25	23.00-25.00
1100-1300 .....	23.25-24.75	23.00-25.00	22.50-24.25	22.25-24.25	22.75-24.50
1300-1500 .....	23.00-24.50	22.50-25.00	22.00-24.25	22.00-24.00	22.25-24.00
Good:					
700-900 .....	21.50-23.75	21.25-23.25	20.75-22.75	20.50-22.75	21.25-23.50
900-1100 .....	21.25-23.50	21.25-23.25	20.75-22.75	20.50-22.75	21.25-23.50
1100-1300 .....	21.00-23.50	21.00-23.00	20.75-22.75	20.00-22.50	21.00-23.00
Standard,					
all wts. ..	19.00-21.75	19.50-21.25	18.00-21.00	18.00-20.75	19.00-21.00
Utility,					
all wts. ..	17.00-19.25	18.50-19.50	17.00-18.00	17.00-18.50	17.50-19.00
<b>HEIFERS:</b>					
Prime:					
900-1100 .....	-----	-----	23.75-24.50	24.00-24.75	-----
Choice:					
700-900 .....	23.00-24.50	22.75-24.25	22.25-23.75	22.50-24.00	23.25-24.50
900-1100 .....	22.75-24.25	22.75-24.25	22.25-23.75	22.25-24.00	23.00-24.25
Good:					
600-800 .....	21.00-23.25	-----	20.50-22.50	20.00-22.50	21.50-23.25
800-1000 .....	20.75-23.00	20.25-22.75	20.50-22.50	20.00-22.50	21.25-23.00
Standard,					
all wts. ..	18.00-21.00	18.75-20.25	17.50-20.50	18.00-20.25	18.50-21.50
Utility,					
all wts. ..	16.00-18.00	16.50-18.75	17.00-17.75	17.00-18.50	16.50-18.50
<b>COWS, all wts.:</b>					
Commercial	16.50-17.50	16.00-17.50	16.75-17.50	16.50-17.00	16.50-17.00
Utility	16.00-17.00	15.75-17.25	16.00-17.00	16.00-16.75	16.00-16.50
Cutter	14.50-16.50	15.50-16.75	15.25-16.50	15.00-16.25	15.00-16.00
Canner	13.50-15.00	13.50-15.50	14.00-15.50	14.00-15.25	14.50-15.00
<b>BULLS (Yr. Excl.) All Weights:</b>					
Commercial	18.00-20.00	18.00-20.50	18.00-20.50	17.50-19.50	16.50-18.00
Utility	18.00-20.00	19.00-20.50	18.00-21.00	17.50-19.50	17.50-20.00
Cutter	16.00-18.00	18.00-20.00	16.50-19.00	16.50-17.50	16.00-17.50
<b>VEALERS, All Weights:</b>					
Ch. & pr. ..	27.00-31.00	30.00	-----	29.00	27.00-32.00
Std. & gd. ..	19.00-28.00	19.00-29.00	-----	19.00-26.00	18.00-27.00
<b>CALVES (500 lbs. down):</b>					
Ch. & pr. ..	23.00-25.00	-----	-----	-----	23.00-25.00
Std. & gd. ..	17.00-23.00	-----	-----	-----	17.00-23.00
<b>SHEEP &amp; LAMBS:</b>					
<b>LAMBS (110 lbs. down):</b>					
Prime					
Choice					
Good					
Springers,					
ch. & pr. ..	19.00	18.50-19.50	18.00	18.00-19.00	18.00-18.25
<b>LAMBS (105 lbs. down) (shorn):</b>					
Prime					
Choice					
Good					
EWES (shorn):					
Gd. & ch. ..	5.00-6.00	5.00-5.50	-----	4.75-6.00	3.50-5.50
Cull & util.	5.00-6.00	4.50-5.25	3.00-5.50	3.00-5.25	2.00-5.00



## CORN BELT DIRECT TRADING

Des Moines, May 10—Prices on hogs at 14 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the USDA:

BARROWS & GILTS:	Cwt.
U.S. No. 1, 200-220	16.25@17.00
U.S. No. 1, 220-240	16.05@16.85
U.S. No. 2, 200-220	16.00@16.50
U.S. No. 2, 220-240	15.75@16.50
U.S. No. 2, 240-270	15.10@16.15
U.S. No. 3, 200-220	15.60@16.25
U.S. No. 3, 220-240	15.55@16.25
U.S. No. 3, 240-270	14.95@16.00
U.S. No. 3, 270-300	14.50@15.25
U.S. No. 1-2, 200-220	16.10@16.75
U.S. No. 1-2, 220-240	15.90@16.60
U.S. No. 2-3, 200-220	15.75@16.35
U.S. No. 2-3, 220-240	15.60@16.35
U.S. No. 2-3, 240-270	14.90@16.10
U.S. No. 2-3, 270-300	14.75@15.50
U.S. No. 1-3, 180-200	14.50@16.25
U.S. No. 1-3, 200-220	15.85@16.50
U.S. No. 1-3, 220-240	15.70@16.50
U.S. No. 1-3, 240-270	15.00@16.15

SOWS:	Cwt.
U.S. No. 1-3, 270-330	14.10@15.50
U.S. No. 1-3, 330-400	13.60@15.00
U.S. No. 1-3, 400-550	12.75@14.50

Corn Belt hog receipts, as reported by the USDA:

	This week	Last week	Last year
May 4	60,000	60,000	76,000
May 5	79,000	60,000	37,000
May 6	35,000	42,000	42,000
May 8	66,000	61,000	81,000
May 9	53,000	62,000	64,000
May 10	50,000	70,000	58,000

## LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph, Tuesday, May 9, were as follows:

CATTLE:	Cwt.
Steers, choice	\$23.50@24.00
Steers, good	21.00@23.00
Heifers, gd. & ch.	21.00@24.15
Cows, util. & com'l.	16.00@17.50
Cows, can. & cut.	14.00@16.25
Bulls, util. & com'l.	17.50@19.50
Vealers, gd. & ch.	25.00@28.00
Calves, gd. & ch.	20.00@24.00
BARROWS & GILTS:	Cwt.
U.S. No. 1, 200/240	none qtd.
U.S. No. 3, 220/240	15.75@16.00
U.S. No. 3, 240/270	15.75@16.00
U.S. No. 3, 270/300	15.25@15.75
U.S. No. 1-2, 180/200	16.50@17.00
U.S. No. 1-2, 200/220	16.50@17.00
U.S. No. 1-2, 220/240	16.50@17.00
U.S. No. 2-3, 200/220	16.00@16.25
U.S. No. 2-3, 220/240	16.00@16.25
U.S. No. 2-3, 240/270	15.75@16.25
U.S. No. 2-3, 270/300	15.50@16.25
U.S. No. 1-3, 180/200	16.00@16.50
U.S. No. 1-3, 200/220	16.25@16.50
U.S. No. 1-3, 220/240	16.00@16.50
U.S. No. 1-3, 240/270	15.75@16.25
SOWS, U.S. No. 1-3:	Cwt.
270/330 lbs.	14.75@15.00
330/400 lbs.	14.25@15.00
400/550 lbs.	14.00@14.50
LAMBS:	Cwt.
Gd. & ch. shorn	14.50@15.00
Ch. & pr. sprgs.	18.25@19.00

## LIVESTOCK PRICES AT DENVER

Livestock prices at Denver on Tuesday, May 9, were as follows:

CATTLE:	Cwt.
Steers, gd. & ch.	\$22.00@23.25
Steers, std. & gd.	none qtd.
Heifers, gd. & ch.	20.00@23.25
Cows, utility	15.50@17.25
Cows, can. & cut.	13.50@15.75
BARROWS & GILTS:	Cwt.
U.S. No. 1-2, 185/225	17.00
U.S. No. 1-3, 200/250	16.25@16.75
U.S. No. 2-3, 200/260	16.00@16.50
SOWS:	Cwt.
305/430, U.S. 2-3	14.50@15.50
485, U.S. 2-3	14.25
LAMBS:	Cwt.
Ch. & pr. sprgs.	18.00@18.50
Choice, shorn	14.00@15.00

## LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis, Tuesday, May 9, were as follows:

CATTLE:	Cwt.
Steers, choice	\$23.50@25.00
Steers, good	21.00@23.50
Heifers, gd. & ch.	21.00@23.50
Cows, util. & com'l.	15.00@17.50
Cows, can. & cut.	14.00@16.50
Bulls, util. & com'l.	18.00@21.00
VEALERS:	Cwt.
Choice & prime	31.00@32.00
Good & choice	25.00@31.00
Stand. & good	20.00@25.00
BARROWS & GILTS:	Cwt.
U.S. No. 1, 180/200	none qtd.
U.S. No. 1, 200/220	18.00@18.25
U.S. No. 3, 200/220	16.75@17.00
U.S. No. 3, 220/240	16.75@17.00
U.S. No. 3, 240/270	16.25@16.75
U.S. No. 3, 270/300	15.75@16.25
U.S. No. 1-2, 180/200	17.65@18.00
U.S. No. 1-2, 200/220	17.75@18.00
U.S. No. 1-2, 220/240	17.25@18.00
U.S. No. 2-3, 200/220	17.00@17.50
U.S. No. 2-3, 220/240	16.75@17.50
U.S. No. 2-3, 240/270	16.25@16.75
U.S. No. 2-3, 270/300	16.00@16.65
U.S. No. 1-3, 180/200	17.25@17.75
U.S. No. 1-3, 200/220	17.50@17.75
U.S. No. 1-3, 220/240	17.00@17.75
U.S. No. 1-3, 240/270	16.50@17.00
SOWS, U.S. No. 1-3:	Cwt.
270/330 lbs.	15.25@15.75
330/400 lbs.	15.00@15.50
400/550 lbs.	14.50@15.25
LAMBS:	Cwt.
Good, aged	14.50
Gd. & ch., shorn	14.00@14.25

## LIVESTOCK PRICES AT KANSAS CITY

Livestock prices at Kansas City, Tuesday, May 9, were as follows:

CATTLE:	Cwt.
Steers, choice	\$21.50@25.00
Steers, good	20.50@23.50
Heifers, gd. & ch.	20.00@24.50
Cows, util. & com'l.	16.00@17.75
Cows, can. & cut.	14.50@16.75
Bulls, util. & com'l.	17.25@19.25
VEALERS:	Cwt.
Good & choice	22.00@30.00
Calves, gd. & ch.	20.00@25.00
BARROWS & GILTS:	Cwt.
U.S. No. 1, 200/220	none qtd.
U.S. No. 1, 220/240	16.50@16.75
U.S. No. 3, 180/240	16.00@16.35
U.S. No. 3, 240/270	15.75@16.25
U.S. No. 3, 270/300	15.50@16.00
U.S. No. 1-2, 180/240	16.25@16.75
U.S. No. 2-3, 200/220	16.25@16.75
U.S. No. 2-3, 220/240	16.25@16.75
U.S. No. 2-3, 240/270	16.00@16.50
U.S. No. 2-3, 270/300	15.75@16.25
U.S. No. 1-3, 180/200	16.00@16.50
U.S. No. 1-3, 200/220	16.25@16.75
U.S. No. 1-3, 220/240	16.25@16.75
U.S. No. 1-3, 240/270	16.00@16.75
SOWS, U.S. No. 1-3:	Cwt.
270/330 lbs.	14.75@15.00
330/400 lbs.	14.50@15.00
400/550 lbs.	14.00@14.75
LAMBS:	Cwt.
Ch. & pr. sprgs.	18.00@18.50
Ch. & pr. shorn	14.50

## LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Tuesday, May 9, were as follows:

CATTLE:	Cwt.
Steers, gd. & ch.	\$22.50@24.00
Steers, util. & std.	19.00@21.00
Heifers, gd. & ch.	21.50@23.50
Cows, utility	15.50@17.50
Cows, can. & cut.	12.00@17.00
Bulls, util. & com'l.	19.00@20.50
VEALERS:	Cwt.
Good & choice	30.00
Calves, gd. & ch.	25.00@30.00
BARROWS & GILTS:	Cwt.
U.S. No. 1, 190/230	17.50@17.75
U.S. No. 1-2, 190/230	17.25@17.50
U.S. No. 2-3, 190/240	16.75@17.25
U.S. No. 2-3, 240/270	16.00@16.50
SOWS, U.S. No. 2-3:	Cwt.
350 lbs.	14.50
400/600 lbs.	14.00@14.25
LAMBS:	Cwt.
Ch. & pr. sprgs.	21.00
Choice ewes	4.00@5.50

## WEEKLY LIVESTOCK SLAUGHTER

Slaughter of livestock at major centers during the week ended May 6, 1961, (totals compared) as reported by the U. S. Department of Agriculture:

City or Area	Cattle	Calves	Hogs	Sheep
Boston, New York City area <sup>1</sup>	12,313	11,341	43,972	36,966
Baltimore, Philadelphia	8,940	2,379	30,391	3,590
Cincy., Cleve., Detroit, Indpls.	20,701	4,315	121,138	11,530
Chicago area areas <sup>2</sup>	18,671	3,984	40,946	6,516
St. Paul-Wis. areas <sup>3</sup>	28,432	14,652	102,352	12,354
St. Louis area <sup>4</sup>	11,529	1,318	84,202	4,177
St. Paul City-So. Dak. area <sup>5</sup>	27,042	.....	90,426	12,087
Omaha area <sup>6</sup>	42,575	134	84,718	18,434
Kansas City	17,649	.....	38,167	.....
Iowa-So. Minnesota <sup>7</sup>	33,500	8,200	286,000	37,000
Louisville, Evansville, Nashville, Memphis	6,209	3,179	57,484	.....
Georgia-Florida-Alabama area <sup>8</sup>	9,968	3,785	30,673	.....
St. Joseph, Wichita, Okla. City	20,826	849	46,763	11,527
Ft. Worth, Dallas, San Antonio	13,361	4,072	15,683	50,915
Denver, Ogden, Salt Lake City	25,644	168	14,603	37,405
Los Angeles, San Fran. areas <sup>9</sup>	28,318	1,893	30,254	45,468
Portland, Seattle, Spokane	8,691	223	17,146	4,930
GRAND TOTALS	334,369	60,492	1,134,918	292,886
TOTALS SAME WEEK, 1960	304,332	63,065	1,186,935	246,962

<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, So. St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. <sup>3</sup>Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>4</sup>Includes Sioux Falls, Huron, Mitchell, Madison and Watertown, S. Dak. <sup>5</sup>Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. <sup>6</sup>Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Estherville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. <sup>7</sup>Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Augusta, Moultrie and Thomasville, Ga., Bartow, Hialeah, Jacksonville, Ocala and Quincy, Fla. <sup>8</sup>Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

## LIVESTOCK PRICES AT 10 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 10 leading markets in Canada during the week ended April 29, compared with same week in 1960, as reported to the Provisioner by the Canada Department of Agriculture:

	GOOD STEERS	VEAL CALVES	HOGS	LAMBS
	All wts.	Gd. & Ch.	Grade B	Good
	1960	1961	1960	1961
Calgary	\$20.10	\$20.60	\$23.70	\$22.60
Lethbridge	20.50	20.40	20.25	18.27
Edmonton	20.20	20.10	27.30	30.50
Regina	20.25	19.50	29.00	19.25
Moose Jaw	20.25	19.75	25.00	23.25
Saskatoon	20.40	19.75	27.00	28.00
Pr. Albert	19.80	19.50	26.25	26.00
Winnipeg	21.04	21.17	30.01	29.11
Toronto	22.00	21.65	30.87	31.00
Montreal	22.85	23.20	25.55	24.55

## SOUTHERN LIVESTOCK RECEIPTS

Receipts at six packing plant stockyards located in Albany, Columbus, Moultrie, Thomasville, Ga., Dothan, Ala., and Jacksonville, Fla., week ended May 6:

	Cattle and Calves	Hogs
Week ended May 6 (estimated)	3,275	17,100
Week previous (six days)	3,601	18,499
Corresponding week last year	3,167	21,082

## CANADIAN KILL

Inspected slaughter of livestock in Canada, week ended Apr. 29, compared:

	Week ended	Same week
	Apr. 29	1960
CATTLE		
Western Canada	23,354	18,125
Eastern Canada	17,375	18,573
Totals	40,729	36,698
HOGS		
Western Canada	57,968	70,719
Eastern Canada	64,043	75,055
Totals	122,011	145,774
All hog carcasses graded	133,231	159,334
SHEEP		
Western Canada	2,988	2,439
Eastern Canada	3,035	2,360
Totals	6,023	4,799

## LIVESTOCK RECEIPTS

Receipts at 12 markets for the week ended Friday, May 6, with comparisons:

	Cattle	Hogs	Sheep
Week to date	219,200	326,100	100,200
Previous week	221,600	354,200	110,000
Same wk. 1960	219,100	345,900	97,500

## NEW YORK RECEIPTS

Receipts of livestock at Jersey City and 41st st., New York, market for the week ended May 6:

	Cattle	Calves	Hogs*	Sheep
Salable	110	5	none	none
Total, (incl. directs)	943	41	14,329	6,802
Prev. wk.—Salable	92	6	none	none
Total, (incl. directs)	1,209	87	16,049	11,610

\*Includes hogs at 31st Street.



# The Meat Trail...



**NEW BRAND NAME** for meat products of The Cudahy Packing Co., Omaha, is "Bar-S," brand name originated by Seattle Packing Co. of Seattle, subsidiary of Cudahy. Adoption of "Bar-S" as national brand name was announced at sales meeting attended by (l. to r.): Robert Grayson, Cudahy's Oregon sales manager; E. C. (Gene) Garrity, "Bar-S" general sales manager; Dr. W. J. Shannon, vice president in charge of sales and merchandising; Jerry Keefe, Cudahy advertising manager, and R. McManus, "Bar-S" advertising manager.

## Armour Names New Managers At Fort Worth, Brownsville

PAUL L. FORD has been appointed general manager of the Fort Worth, Tex., plant of Armour and Company, Chicago, succeeding EVERETTE L. DOBBS, who has retired, Armour southwest area vice president T. R. ST. JOHN announced. L. M. OESTERREICH succeeds Ford as general manager of Owen Meat Packing Co., Brownsville, Tex., a subsidiary of Armour.

Ford joined Armour at St. Joseph, Mo., in the superintendent's division in 1933 and since then has held various



P. L. FORD



L. M. OESTERREICH



E. L. DOBBS

administrative positions at Armour plants around the country. For the past two years he was general manager at Owen Meat. Dobbs, who

joined Armour in 1930 at Oklahoma City, was Fort Worth plant general manager for the past 11 years.

In announcing Dobbs' retirement, St. John said: "Under Dobbs' leadership, Armour has made much progress in the past several years in the territory served by Armour-Fort Worth, particularly in the development of our processed meat and refinery operations. . ."

Oesterreich started with Armour in 1947 in the superintendent's division at South St. Paul, Minn., and has been assigned to the area staff at Lubbock, Tex., since 1958.

## JOBS

The appointment of RODNEY E. SLIGHT as superintendent at the new Columbus Junction, Ia., hog slaughtering plant of The Rath Packing Co., Waterloo, Ia., was announced by GEORGE E. HAWK, vice president of plant operations. Since joining Rath in 1940, Slight has held various positions in the production end of the business, including five years as night superintendent at Rath's Waterloo plant. The hog slaughtering plant at Columbus Junction is nearing completion and will be capable of handling about 1,000 hogs a day.

Wilson & Co., Inc., Chicago, has announced the promotions of several personnel in its managerial ranks. ROGER E. BLANK, formerly manager of the pork department at Wilson's Oklahoma City plant, has been pro-

moted to national director of hog procurement at the firm's Chicago headquarters. Blank has been with Wilson since 1950. Succeeding Blank as pork department manager at Oklahoma City is HERALD K. CLIZER, who joined Wilson at Albert Lea, Minn., in 1954. Named as southwestern district sales manager is JONES WASSON, who started with the firm in 1956 at Lawton, Okla. W. R. FLAITS, a veteran of 31 years of service with Wilson, has been appointed manager of beef boning operations at Oklahoma City.

Changes in the managerial responsibilities of THOMAS A. PEELER, WILLIAM V. WAHMANN and JAMES ELDER, all of Swift & Company, Chicago, have been announced by Swift vice president E. D. FLETCHALL. The changes will become effective June 5. Peeler, who has served on Fletcher's staff in Chicago for the past year, will become manager of Neuhooff Packing Co. at Nashville, Tenn., a subsidiary of Swift. Peeler joined Swift at Shelby, N.C., in 1937 and has managed Swift meat packing plants at Evansville, Ind., and Ocala, Fla. He succeeds Wahmann, manager of the Neuhooff plant since 1954, who will become man-



T. A. PEELER



**PUBLIC INTEREST** Award of National Safety Council for exceptional service to safety is presented to Lester I. Norton (center), president of The National Provisioner, Inc., recipient of award for 14th consecutive year, by Marshall Petersen (left), senior safety engineer, National Safety Council, and Donald S. MacKenzie, director of department of packinghouse practice, American Meat Institute, at NP office.

ager of Swift's plant at Montgomery, Ala. Wahmann is a veteran of 42 years of service with Swift and has served as manager of the firm's plant at Moultrie, Ga., and Denver, Colo.



W. V. WAHMANN



J. ELDER

Elder, manager at Montgomery since 1959, will become sales director of the industrial chemical department of Swift's agricultural chemical division. He started with Swift at Atlanta, Ga., in 1934 and subsequently held various sales and managerial positions in the company's plant food division. Prior to his Montgomery post, Elder was manager of the Swift plant at Ocala, Fla.

Oscar Mayer & Co., Chicago, has named THOMAS DUESLER as district sales manager with headquarters in Oklahoma City. In his new position, Duesler will be responsible for sales activities in Tulsa, Amarillo and Midland, Tex., and Shreveport.

## PLANTS

A \$500,000 hog abattoir with a capacity of 1,600 head per day will be built on a 27-acre tract of land just east of Harlan, Ia., announced the Harlan Industrial Development Corp. The plant will be operated by Western Iowa Pork, Inc., now in the process of incorporation, and will employ about 70 persons initially. The plant is expected to be in operation by October, 1962.

Woodland By-Products Co., Woodland, Cal., has announced the sale of 10 acres of land to Bissinger & Co., San Francisco, which plans immediate construction of a \$500,000 brine curing plant for hides to replace its San Francisco plant. The plant site is part of a 140-acre industrial development tract one and one-half miles east of Woodland.

Governor FRANK MORRISON of Nebraska laid the cornerstone at Cornland Dressed Beef Co., Lexington, Neb., marking the start of construction on the \$350,000 cattle slaughtering operation. Cornland Dressed Beef was organized by several Lexington firms, with stock held by about 30 local cattle feeders. Scheduled to begin operation in the fall, the new plant will have a slaughter

capacity of 20 head of cattle per hour, according to JACK STUCKEY, an area cattle feeder and president of the company. Other company officers include LOWELL SARNES, vice president; DALE HANNA, treasurer, and JIM ROBERTS, secretary. Stuckey said the firm will specialize in Choice beef with sales to wholesalers and stores. Plant employment is expected to be about 18.

Plans for a \$200,000 expansion program at Clyde Packing Co., Inc., Angola, Ind., have been announced by company president CLYDE R. LEININGER. The plans include the addition of approximately 15,000 sq. ft. of floor space to the present facility, which will triple the present floor space. The new addition, to be built to U. S. Department of Agriculture specifications, will contain a kill floor, a curing room, coolers and an additional processing room. The general offices will be constructed of concrete block and tile and will include sales offices and offices for federal meat inspectors. The entrance to the present plant will be torn out to make room for a new sausage kitchen and smokehouse. When completed, the slaughter capacity of the plant will be 450 head of cattle per week. Plans call for construction to start in late summer with completion in April, 1962.

## DEATHS

JOHN B. CARSON, 71, retired vice president and general manager of the National School of Meat Cutting,



VETERINARY students from New York State Veterinary College at Cornell University receive on-the-spot instruction from Dr. Harry Butler, chief federal meat inspector for western New York, during annual visit to Tobin Packing Co., Inc., Rochester, N. Y.

passed away in Toledo, O. He retired eight years ago after more than 25 years of service with the school.

## TRAILMARKS

A group of 33 students in the executive development program in food marketing management at Michigan State University recently inspected operations of the Fort Wayne, Ind., headquarters plant of Peter Eckrich & Sons, Inc. Members of Eckrich's management staff addressed the group on food processing and merchandising.

Dr. JOHN MATSUSHIMA, beef cattle nutritionist at the University of Ne-



HOT DOG HOLIDAY is planned for Dallas and Tarrant (Fort Worth), Tex., counties at luncheon attended by area meat packing representatives. Shown (l. to r.) are: seated, Bob Gendron, Samuels & Co., Inc.; Herman Waldman, Dallas City Packing Co.; W. Ondrusek, Columbia Packing Co., and Jack Kreck of Kreck Packing Co., Inc. Standing are Rube Rosenthal of Samuels & Co., Inc.; Ted Nelson of Wolf Brands Products, and Jim Camp, executive director, Texas Independent Meat Packers Association. July 4 weekend is date.

braska, will discuss the relations of rations to beef quality, and Paul Goesser of Swift & Company, Chicago, will report on beef quality from the meat industry standpoint at Iowa's 43rd annual cattle feeders "Hey Day," to be held May 31 at Iowa State University, Ames, Ia. More than 200 experimental cattle will be shown at an open house at the beef nutrition research farm northwest of Ames.

L. B. MANN, chief of the frozen food locker branch, Farmer Cooperative Service, U. S. Department of Agriculture, retired April 28 after more than 34 years with the USDA. In 1954, Mann received a plaque for his service to the locker industry from the National Institute of Locker and Freezer Provisioners. He is the author of "The Frozen Food Locker and Freezer Provisioning Industry—Highlights and Trends."

The opening of H & W Provision Brokers, Chicago, has been announced by HARRY L. HINZMAN and IRVIN WIDMIER, partners in the newly established brokerage firm. Hinzman has been in the meat brokerage business in the Chicago area for the past several years. Widmier previously was with The Cudahy Packing Co. at its Denver plant. The



MEAT GRADING demonstration at Modern Meat Packing Co., Norwalk, Cal., featured representatives from Los Angeles main station of meat grading branch, Livestock Division, U.S. Department of Agriculture. Shown at Modern plant are (l. to r.): R. Coziar, USDA; Homer Robinson of Modern's beef department; J. H. Manes, Lawrence Shew, Cal Faello and Tom Cook, all of USDA, and Norton Weinberg, purchasing agent at Modern Meat Packing Co.

firm's telephone number is 939-4903.

STEVE TREADWAY, Clayton, N.M., has been elected secretary of the American Polled Shorthorn Society, according to the American Shorthorn Association, Omaha. He succeeds JIM BROWITT, Louisville, Ky.,

who recently resigned to become managing director of the Kentucky State Fair and Exposition Center.

W. W. MCCALLUM, president of John Morrell & Co., Chicago, has been elected a director of National Boulevard Bank of Chicago.

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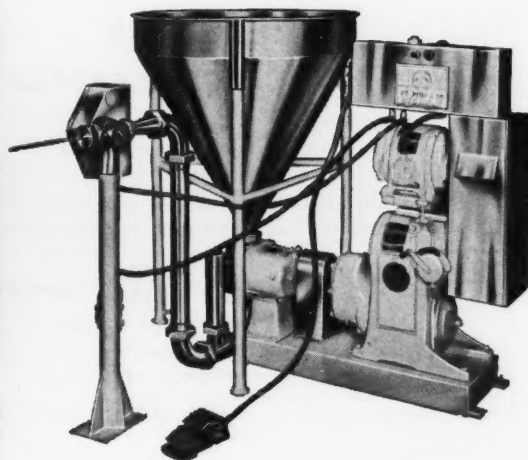
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## Food Technologists Meet

[Continued from page 16]

for 11 years—four years in charge of the nutrition research division and seven years in charge of the meats for babies and table-ready meats research division.

Dr. John M. Jackson of the research division of American Can Co., Barrington, Ill., has been elected to the office of president-elect of the Institute of Food Technologists and was installed in the office at the 21st annual meeting. After serving one year as president-elect, Dr. Jackson will become president of the Institute at the 1962 annual meeting in Miami Beach, Fla.

**SURVIVAL:** Furniss L. Parnell, deputy assistant director for food and water in the federal office of Civil and Defense Mobilization told members of the Institute of Food Technologists that the industry would have a tremendous responsibility in feeding the nation in the event of attack. He called upon the food industry to develop and merchandise processed food items that are inexpensive and that could be used now and also stored for emergency use.

Horrible as it may seem, Parnell said, nuclear, chemical or bacteriological weapons, or all of them,

might be used against us in a future war. He pointed out that both military and political Russian leaders have stated publicly many times that "the next war will include the use of various means of mass destruction such as nuclear, chemical and bacteriological weapons."

Under the circumstances, he said, the federal government believes it important that the food industry have knowledge of CBR warfare agents. One measure of defense suggested by the government is that the general public have a stockpile of food which could last at least two weeks. This objective, Parnell said, could be accomplished to a considerable degree through the assistance of the industry in developing prepared foods which are easy to store, easy to serve, nutritionally balanced, palatable and inexpensive.

**SAFE:** "The food Americans eat today is safer than it has ever been before," Paul A. Buck, professor of food science at Cornell University, told members of the IFT in opening a symposium on food science and the feeding of mankind.

"The health of the average American has startlingly improved from the days of his forebears, especially if he has consumed the products of food scientists and technologists," he said. "Our grandfathers, and per-

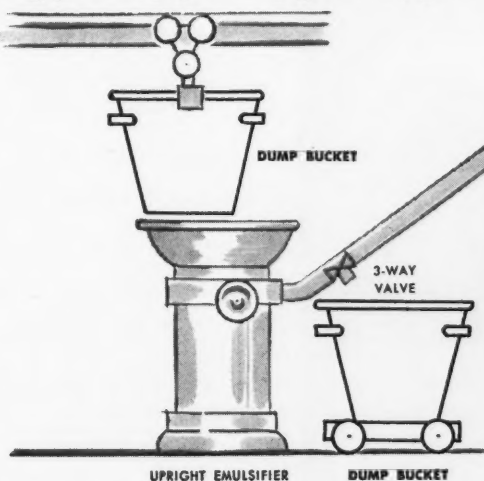
haps our fathers, had to exist during the winter on salted meats and root vegetables. This is a far cry from the modern supermarkets where we can select a diet of food products from any part of the continent, or even the world, at almost any season.

"What is of tremendous significance, along with the nutritious balance of our food, is that what we eat is safe," he pointed out. "We no longer have to worry about food poisoning from either microorganisms or chemicals in our processed foods."

Buck also stated that "sensational articles have been written to confuse the consumer" despite the fact that pure food available today stands in sharp contrast to the injurious food of the past.

A number of research reports made at the IFT meeting dealt with subjects related to meat. Among them were the following:

*The Effect of Temperature and Packaging Material on the Storage Life and Bacterial Flora of Ground Beef* by Murray Jaye, R. S. Kittaka and Z. John Ordal, University of Illinois: The increasing trend to centralized packaging of meats led to investigation of the storage life of packaged ground beef. For this product to be packaged and distributed on a wholesale or packinghouse



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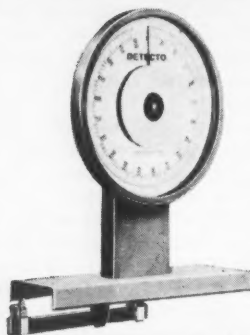
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level, ways and means must be developed of assuring adequate retention of product quality. A knowledge of the change in the microbial flora as related to temperature and packaging material should be helpful in predicting the quality of packaged ground beef.

Two types of packages were evaluated: one made from gas-impermeable Saran tubing, and one a conventional tray pack with an overwrap of the more gas-permeable MSAT 80 cellophane. Storage temperatures of 38° and 30° F were compared over periods of 10-18 days. Sample packages were evaluated at regular intervals, and microbial counts determined. The microbial flora were characterized with plating techniques for total, proteolytic, lactic acid, and fluorescent pseudomonad types. Representative colonies were also isolated from the total count plates and characterized. In a number of experiments organoleptic as well as microbial analyses were used to follow the changes during storage. The microbiological and organoleptic data indicated that ground beef retained acceptability longer in Saran tubing than in MSAT 80 cellophane. Likewise, acceptability was maintained longer at 30° F. than it was at 38° F.

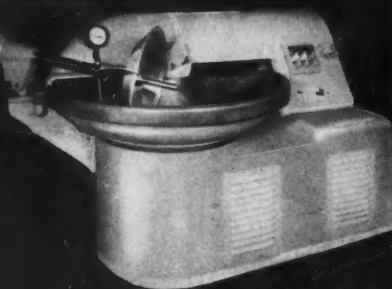
**Comminuted Meat Emulsion:** The Capacity of Meats for Emulsifying Fats by C. E. Swift, C. Lockett and A. J. Fryar, Meat Laboratory, Eastern Utilization Research and Development Division, USDA Agricultural Research Service: A method of emulsifying liquefied fat in saline suspensions of meat or meat proteins was developed to measure the emulsifying capacity of meat. The fat-emulsifying ability of meat, comminuted to an optimal extent, was increased by increasing the proportion of the saline phase or the rate of addition of fat, and by decreasing the rate of mixing or the temperature (18° C was the lowest investigated). Emulsions of marked viscosity and stability to heat processing were produced.

Evidence was obtained that characterized the stabilizing protein membranes as rigid. Saline solutions of both water- and salt-soluble proteins stabilized emulsions, the latter more efficiently. The efficiency of salt-soluble proteins varied inversely with concentration, attaining a maximum of 1.75 ml fat/mg protein in solutions containing 34.6 mg per cent. Ultracentrifugal patterns were obtained showing that an appreciable amount of salt-soluble proteins and a smaller amount of water-soluble proteins were removed from their respective solutions during emulsification. The maximum protein removed from solution represented 84 per cent of the original content.

**Effect of Irradiation on Freeze-Dehydrated Pork** by Endel Karmas, John E. Thompson and David B. Perryam, Reliable Packing Co.: With freeze-dehydrated pork irradiated at various levels, the development of irradiation flavors and thiamine content was investigated. From limited evidence, there appears to be no significant difference in irradiation flavor intensity between fresh and dehydrated homogenous pork patties, irradiated at the same levels, over a range of 0-4.5 megarads. In some cases the panelists indicated that the flavors of the irradiated samples were unobjectionable and richer than the flavors of unirradiated pork. In other cases, the absence of the "porky" flavor was indicated in the dehydrated samples. It is known that 85 per cent of the thiamine in fresh pork, one of the richest sources of thiamine, is destroyed by irradiation at sterilization doses. It was found that freeze-dehydration destroyed about one-third of the thiamine but subsequent irradiation did not reduce further the thiamine content of the freeze-dehydrated pork to a significant degree.

## BETTER MEAT PRODUCTS-LESS WORK WERNER CUTTER-MIXER

✓ Check  
THESE  
EXCLUSIVE  
FEATURES



MADE IN U.S.A.

- ✓ Cutter operates separately from mixer blades, on a shaft within a shaft and reduces chunk meat to any desired fineness.
- ✓ Two separate speeds on bowl, and two speeds on cutter.
- ✓ At the operator's discretion, the stainless steel propeller type mixing blade takes over, mixing ingredients thoroughly at a selected speed.
- ✓ No backing up of product during mixing cycle.
- ✓ Mixer blade is in horizontal position, away from the product during loading, or at other times when not required. It can also be used for mixing only.
- ✓ The Werner Cutter-Mixer is an entirely American-made machine; uses standard, readily available motors, bearings, etc. Cutting blades are of highest quality stainless steel. Designed for safe and lasting trouble-free service. Easy to clean—every part accessible.

## WERNER MANUFACTURING CO.

209 North St.

Yale, Michigan

Fulton 7-3220

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**CLEAN-LINE YOUR  
PRODUCTION**

**St. John Equipment is exactly  
tailored to your requirements**

St. John "standard equipment" may easily be modified to meet any conditions of operation or production.

If you need a *special* design, entirely different from our known "standards", we are equipped to engineer and produce it quickly and economically.

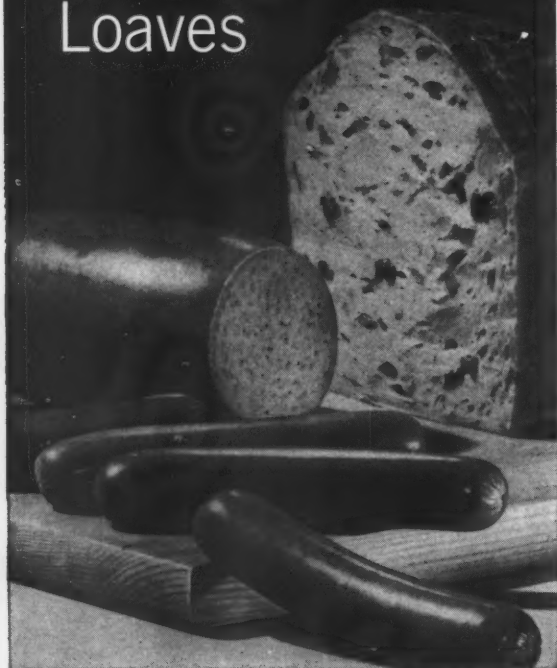
Clean-Lining your production with St. John Stainless Steel Equipment shows a profit from the start. Clean-up and maintenance is reduced to a minimum. Then, because it is built to last, St. John Equipment outwears ordinary types by as much as 3 times. And, of course, it meets the most rigid sanitary inspection requirements.

Whether you need a single meat truck or wish to Clean-Line a complete installation, write or wire for information.

**ST. JOHN**



# What Nonfat Dry Milk can do for your Sausages and Loaves



Sausages and Loaves made with economical Nonfat Dry Milk are nutritionally improved with increased levels of protein, minerals and essential B-vitamins. This is important because it provides a readily acceptable consumer sales message for your products.

Nonfat Dry Milk, with its natural absorption properties, retains rich meat juices, increasing yield, improving flavor, color, slicing quality and texture, building consumer preference and increasing sales.

This is what Nonfat Dry Milk does—for your Sausages and Loaves and for increasing your profits.



**Send for Free bulletin**

**American Dry Milk Institute, Inc.**

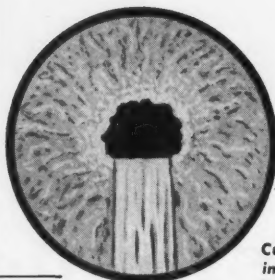
221 N. La Salle Street, Chicago 1, Illinois



why  
let



little  
drops  
of  
GREASE



**COST YOU A  
LARGE AMOUNT  
OF MONEY?**

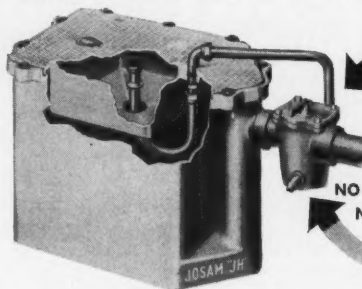
*Cutaway view of pipe showing how grease builds up layer upon layer until almost entire waste line is clogged.*



SERIES "JH"

**GREASE  
INTERCEPTORS**

**eliminate this costly hazard!**



a turn of  
the draw-off  
valve empties  
the grease  
automatically

**NO COVER TO REMOVE!  
NO SCOOPING!  
NO MESS!**

Why wait until greasy wastes cause trouble... expense and inconvenience... when it's so easy to prevent? With the Josam Series JH Interceptor you not only reclaim over 95% of the grease in waste water but, at the "turn of a valve" you automatically draw off the grease into convenient containers.

No other interceptor provides these features. Get complete details by writing for Manual "JH" today.



**JOSAM MANUFACTURING CO.**

General Offices and Manufacturing Division • Michigan City, Ind.

REPRESENTATIVES IN ALL PRINCIPAL CITIES

West Coast Distributors

**JOSAM PACIFIC CO.**

765 Folsom Street

San Francisco 7, Calif.

JOSAM PRODUCTS ARE SOLD THROUGH PLUMBING SUPPLY WHOLESALERS.  
Manufacturers and Representative in Mexico—HELVEX, S. A., Mexico City



# CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words. \$5.00; additional words, 20c each. "Position Wanted," special rate; minimum 20 words, \$3.50; additional words, 20c each.

Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$11.00 per inch. Contract rates on request.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE  
PLEASE REMIT WITH ORDER

## MISCELLANEOUS

### HOG CASINGS

ALL SIZES.  
IMMEDIATE DELIVERY.

SAVER & CO.  
810 FRELINGHUYSEN AVE.  
NEWARK, NEW JERSEY.

### BANKRUPTCY SALE ASSETS OF KWICK STEAK CO.

Fairburn, Georgia  
Located 11 miles from Atlanta Airport. 10,000 sq. ft. bldg.—3½ Acres—R.R. siding 4,800 sq. ft. under refrigeration, 20,000 cu. ft. freezer space. Assume \$28,000 First Mortgage on land and bldg.—Balance cash. Suitable all types frozen portion control meats & Prepared frozen foods. Plant capacity 15,000 lbs. per day—Equipment new U.S.D.A. Inspection for meat and poultry. INQUIRE:

Morton P. Levine, Attorney  
1240 C & S Nat'l Bk. Bldg. Atlanta 3, Georgia  
Tel: Jackson 1-1624

WILL LEASE: Direct to packer or processor, two reefer trailers equipped with meat rails and Thermo-King units, powered with late model International sleeper cab, Diesel powered tractors. Experienced drivers. Prefer east or south-east runs. Write Box FL-194, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

LOIN PAPER  
Treated wet strength EXCELLENT QUALITY wrapper for fresh pork cuts at LOW LOW PRICES. Please send for samples and prices or call collect.

BORAX PAPER PRODUCTS CO.  
350 East 182nd Street  
New York 57, New York  
Wellington 3-1188

## PLANTS FOR SALE OR RENT

FOR SALE OR LEASE:—government inspected beef slaughtering and boning plant in the Chicago area. Capacity 100-200 cattle per day. Will consider merger or partnership. FS-197—The National Provisioner, 15 W. Huron St., Chicago 10, Ill.

COMPLETE: Well-equipped small plant for beef and small stock slaughter, sausage manufacturing, large sale area and good supply livestock in western Montana. Write to P. O. Box 674, Kalispell, Montana

PHILADELPHIA SLAUGHTERING PLANT: Including sausage kitchen, retail store, house, garage. Room for expansion. KOLB'S MEAT PRODUCTS, 2620 West Oxford St., Philadelphia 21, Pa.

FOR SALE or LEASE: New slaughter house fully equipped. Good location. Terms by owner. M. MAKO, 2324 Groveport Pike, Columbus 7, Ohio

WEST TEXAS: One of the most modern well equipped meat packing plants in west Texas for sale. It is a real money maker. Will pay out in five years or less. Call or write:

DALE E. GRIMES  
% Roberson-Grimes, Realtors  
3124-34th st., Lubbock, Texas  
Telephone SH 4-4535

## PLANT WANTED

WANTED TO PURCHASE: Rendering works with large pick-up of by-products from packinghouses, locker plants. Confidential. Answer to Box PW-203, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

THE NATIONAL PROVISIONER, MAY 13, 1961

## EQUIPMENT FOR SALE

### THE LAZAR COMPANY

brokers • dealers • sales agents • appraisers

1709 W. HUBBARD ST., CHICAGO 22, ILL.  
PHONE Canal 4-8200

### NEW—USED—REBUILT MACHINERY FOR MEAT PACKERS— RENDERERS—SAUSAGE PROCESSORS and ALLIED FOOD INDUSTRIES

2000 Globe-Hoy Stainless No5S Speed loaf molds with covers ..... .95¢ ea. Fob  
1000 Stainless Steel Wire molds 4 x 4 x 14" ..... .85¢ ea. Fob  
122 Stainless DIS molds with spring covers ..... 3.95 ea. Fob  
2000 Globe-Hoy Stainless Baked loaf pans with slide covers ..... 1.45 ea. Fob  
Model 31-S ..... .35¢ ea. Fob  
5000 Stainless Steel 1 lb Chili molds ..... .35¢ ea. Fob  
All Above Used But in Good Shape  
H. D. LAUGHLIN & SONS, INC.  
3522 N. Grove St. Fort Worth 6, Texas  
Market 4-7211

### ANDERSON EXPELLERS

All Models, Rebuilt, Guaranteed

★ We Lease Expellers ★  
PITTOCK & ASSOCIATES, Glen Riddle, Penn.

### PRESSES FOR SALE

FOR SALE: French Oil Co. type 2-S screw type extraction presses, 300 psi, tempering bins, 60 HP motor and drive. Perry Equipment Corporation, 1404 N. 6th St., Philadelphia 22, Pa.

FOR SALE: New Seydelman — model K 121 RAS Cutter, 210# Capacity. Very reasonable. HERMAN G. WORN, c/o West Coast Spice Co., 1355 Donner Ave., San Francisco 24, Calif.

FOR SALE: Hough payloador — model H.A. hydraulic dump scoop, 12 cu. ft. cap. (48 x 30 x 20). In excellent condition. Price \$2500.00. P. O. Box No. 1045, Cleveland 2, Ohio

## EQUIPMENT WANTED

WANTED: 500# Buffalo stuffer, must be in good condition. W-183, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: 12 or 14 ft. insulated truck body. State dimensions, condition, location and price. EW-234, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED TO BUY: 8 x 8 compressor, 6 x 6 compressor. State condition and price to: Baum's Meat Packing, RD #1, Box 666, Landsale, Pa.

WANTED: Filling and packaging equipment for 1 pound and 3 pound cartons of lard, preferably Peters line. Lard votator, 3,000 lbs. per hour capacity, preferably Girdler. Air filter with activated charcoal or equal. Air compressor, 1½ to 2 H.P. Must be ready for use. MARVIN CANNING CO., P. O. Box 5846, Dallas, Texas

OVERHEAD SUSPENSION SCALES: Platform about 5 x 5 ft. ICE MACHINES 6½ x 6½ up to 10 x 10. Also BOOSTER COMPRESSORS medium sizes. ENTERPRISE grinders, laboratories, hydraulic cracking presses. We are not dealers. State any other good used equipment you might have.

BURTON HILL, President  
HILL PACKING COMPANY TOPEKA, KANSAS

# BARLIANT'S WEEKLY SPECIALS

## SPECIAL NOTICE

New correct date Swift Cleveland Liquidation. Inspection May 22nd & 23rd—sale starts May 24th. See last week's two page ad in National Provisioner, and watch for complete bulletin.

## Current General Offerings

2543—HYDRAULIC PRESS: Dupps "Rujak", 300 ton, w/elec. pump, excellent condition ..... \$3,250.00  
2087—EXPELLER: Anderson "Red Lion", 15 HP. mtr., factory rebuilt ..... \$4,800.00  
3306—PICKLE INJECTOR: Boss Permeator mdl. 246, all stainless steel, 1½ HP. .... \$2,500.00  
3033—BACON FORMING PRESS: Anco #800 \$2,350.00  
3311—BACON PRESS: Dohm & Nelke, Jr. .... \$1,650.00  
3308—SLICER, Anco #832 hydraulic, w/vacuum pump, elec. head, oil thermostat, 3 HP. .... \$2,500.00  
3119—SLICER: Enterprise mdl. 480-A, ¼ HP. mtr., w/mdl. 720-A Weighing device, ¼ HP mtr., good condition ..... \$2,950.00  
3312—SLICER: U.S. HD. mdl. #3, w/shingling conveyor, 1 HP. mtr. .... \$950.00  
3313—SLICER: U.S. mdl. 170G, ¼ HP. .... \$700.00  
3232—MIXER: Buffalo 200# cap. .... \$495.00  
3007—GRINDER: Buffalo #64-B, 15 HP. .... \$450.00  
3231—STUFFER: Globe 500# ..... \$1,000.00  
3314—STUFFERS: (2) Buffalo, 500# capacity, less valves ..... ea. \$1,250.00  
3315—STUFFERS: (3) Anco 400# ..... ea. \$950.00  
2855—FROZEN FOOD SLICER: GEMCO mdl. 2-16, automatic feeder, stainless steel table, Neoprene belt 50" x 15½", 3 HP.—reduced to ..... \$2,350.00  
2992—FROZEN MEAT CUTTER: Seybold, complete with motor ..... \$450.00  
2978—SILENT CUTTER: Buffalo #50, w/30 HP. motor & starter ..... \$875.00  
3034—BACON SKINNER: Townsend #52 ..... \$850.00  
2760—MINCEMASTERS: (2) Griffith mdl. 2048, w/ stainless cutting chambers, 50 HP. mtr. ea. \$1,350.00  
3004—ROTO-CUT: Globe, size 54"x24", excellent condition ..... \$3,700.00  
3316—SHREDDER: Boss, V-belt drive, requires 30 HP. motor ..... \$450.00  
3317—SHARPLESS CENTRIFUGE: Nozjector, auto. feed control & cleaning table equipment, stainless separator, 2-bowls, 400 gal./hr. used approx. 30 days ..... \$7,500.00  
3318—COMB. CASING CLEANING LAYOUT ..... \$1,100.00  
3319—PICKLE PUMPING SCALES: (2) Griffith 52-R stainless steel ..... ea. \$235.00  
3302—CONVEYORTABLE: Boss, moving top, all galv., 18' long, in original crate, New ..... \$3,500.00  
3303—SMOKE GENERATOR: Spiess, friction type, 8" log, 5 HP. mtr., only in operation approx. 6 mos., excel. cond. .... \$650.00  
2397—HAM PRESS: Sheet Metal Eng. mdl. 100, air operated ..... \$400.00  
2813—STICK WASHER: Boss #P706, ½ HP. mtr. & starter ..... \$375.00  
2960—FLAKE-ICER: York, 5 HP. mtr. .... \$850.00  
3221—BAND SAW: Jones-Superior mdl. #54, with stainless steel table ..... \$750.00  
2818—SCALES: (25) Exact Weight models 113-213-253 & 273 ..... ea. \$65.00  
2241—CONVEYOR SEALER: Gr. Lakes ..... \$135.00  
3260—STEAM CLEANER: Electro Magic ..... \$200.00  
3320—KETTLE: 80-gal. capacity, stainless steel clad, jacketed, excellent cond. .... \$200.00  
3321—MEAT DICER: Prest-Teege ..... \$600.00

## NOTE

Our new address—425 N. Kedzie Ave., Chicago 12, Ill.  
Our new telephone No.—SACRAMENTO 2-3800.

All items subject to prior sale and confirmation

- New, Used & Rebuilt Equipment
- Liquidators and Appraisers

WRITE FOR FULL PARTICULARS

625 N. Kedzie Ave., Chicago 12, Ill.

SACRAMENTO 2-3800

# BARLIANT & CO.

# CLASSIFIED ADVERTISING

[Continued from page 61]

## POSITION WANTED

**PRODUCTION-SALES-MERCHANDISING**  
OVER 12 YEARS' EXPERIENCE. With large packer. Have successfully managed beef, lamb, veal operations throughout midwest. Solid background in beef primal cuts with accent on fabricated cuts. Have extensive background in sales through chains, hotel purveyors, wholesalers and jobbers. Would entertain foreign assignment. Age 34. Interview Chicago area only. W-226, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## SAUSAGE CONSULTANT

WILL HELP YOU: Solve your sausage problems. Newest methods, adjust your formulas and improve flavor. For information, write to

HUGO LEOPOLD  
25 Thatcher St., Brookline, Mass.  
Telephone AS 7-3197

**GENERAL MANAGER:** 24 years' packing experience. 10 years as plant manager in units of company with multi plant operations. 2 years in supervision of slaughter operations and fresh meat sales. Knowledge of livestock availability and sales potential in midwest and southwest. Age 48. W-227, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**MANAGER - GENERAL SUPERINTENDENT:** Over 30 years' experience in meat packing. Very familiar with buying, processing, selling, in medium and small size plants. Excellent references. W-199, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

**GERMAN SAUSAGE MAKER:** 28 years old. Familiar with all sausage and smoked meats operations. Also boiled hams. Desires position as foreman. W-212, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SUPERINTENDENT or FOREMAN:** Age 44. Full line experience. Available immediately. References furnished. W-209, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**CHIEF ENGINEER-MASTER MECHANIC.** Also expert in refrigeration and steam. Will relocate. W-228, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SAUSAGE MAKER:** Experienced, sober, able to take charge. Can make quality products and show profits. W-229, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**MEAT and SAUSAGE SALESMAN:** 20 years' experience in and out, seeks representation. W-230, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**EXPERT SAUSAGE MAN:** Age 48. Lifetime experience. Any size operation. Cost and quality conscious. Immediate interview arranged. References. W-231, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**MANUFACTURING SUPERINTENDENT:** 30 years' experience in small and large operations in sausage, curing, bacon processing and canning. College education. Married. Good health. References. W-235, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**LIVESTOCK BUYER:** All classes. Stock yards, sales barns and country buying. Years of experience. Any location. W-232, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## HELP WANTED

### HE KNEW NOTHING

about Sheep and Hog Casings when he started with us—but ended up being our star salesman. If you sell to Sausage Makers you can make good too.

SAYER & CO. INC.  
810 Frelinghuysen Ave., Newark, N. J.

### SALES TRAINEE

Nationally known manufacturer of packinghouse equipment has opening in Chicago for a mechanically inclined, intelligent, aggressive and reasonably educated young man under 30 years of age. Before being made a member of our sales engineering staff you will undergo an extensive two year training period in all phases of our manufacturing procedure. This is definitely a challenge to the sales minded individual who is seeking a permanent position with a AAA 1 company. We have an excellent life, health and medical insurance program plus numerous other benefits. All inquiries will be treated with strict confidence. Write giving full background to: Mr. A. O. Rhy's  
THE ALLBRIGHT-NELL CO.  
5323 S. Western Blvd.  
Chicago 9, Ill.

### SUPERINTENDENT PORK KILL and CUT

**EXCEPTIONAL OPPORTUNITY:** Growth factor excellent for experienced qualified man to fill this position in modern federal inspected plant, located in mild climate. Company rated AAA1. Maximum age of applicants not over 44. Actual knife experience on all pork cuts absolutely essential. Write in confidence to Box W-233, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### WANTED

#### SALESMAN or DISTRIBUTOR

TO SELL: Pork sausage, wiener, corned beef, seasonings etc., etc. Also meat tenderizers. We will duplicate any seasonings on the market. WILL GUARANTEE 50% HIGHER COMMISSIONS IF YOU HAVE PRESENT ACCOUNTS.  
M. Pellar & Associates  
1315 W. Belmont Ave., Chicago 13, Ill. LO 1-1256

### BEEF MANAGER

U. S. Choice beef breaker in Great Lakes region expanding operation. Needs experienced man to assume full responsibility for management of loin fabricating department. Must know cutting costs, yields; should have sales contacts for butts, strips, tenders.

W-126, THE NATIONAL PROVISIONER  
15 W. Huron St. Chicago 10, Ill.

### SALES REPRESENTATIVE

**PORTION CONTROL MANUFACTURER:** Seeking to enlarge distribution needs experienced salesman for choice territories in greater southwest. Compensation based on draw and commission. Write in detail to Box W-191, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WE HAVE AN OPENING: For a salesman in the midwest and southeast, to sell our line of seasonings, binders, phosphates and spices. Good opportunity for right man. High drawing and company benefits. FIRST SPICE MIXING CO.,  
19 Vestry St., New York 13, N. Y. Phone WORTH 4-5682

## HELP WANTED

### SALES REPRESENTATIVE

To sell machinery to Slaughterers, Renderers, Packinghouses and Sausage Manufacturers. Live in San Francisco area, extensive travel in Southern California and adjoining states. Salary and expenses plus commission. Knowledge of meat industry and selling ability essential. State experience in detail, give age, family status, and enclose recent photo. Excellent opportunity for right man. Replies confidential.

LE FIEHL COMPANY  
1469 FAIRFAX AVE. SAN FRANCISCO 24, Calif.

### COMPTROLLER

WELL VERSED: in packinghouse accounting, with fast growing old, independent packing company with several branch plants and distributing points. This position requires an expert comptroller. Salary fully commensurate with duties. Opportunity for advancement. Answers positively confidential. Write to Box W-217, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**YOUNG ASSISTANT FOREMAN:** For rapidly growing sausage specialties manufacturer, offering a bright future for advancement. W-190, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

### LAMB MAN WANTED

TO MANAGE: Sales and grading in new plant at Fargo, North Dakota. All replies confidential. Contact: LLOYD NEEDHAM, 1911 Warrington Road, Sioux City, Iowa.

## MISCELLANEOUS

### USDA LABELS EXPEDITED

**WITHIN HOURS OF RECEIPT \$6.50 EACH**  
Complete services—Gov. information, labels, liaison—blue prints, FDA, etc. Available monthly hourly, per item.

JAMES V. HURSON  
Albee Bldg., 1426 G Street, N.W.  
Washington 5, D.C. Telephone REpublic 7-4122

**FOR SALE, LEASE, PARTNER or CUSTOM KILL:** Proposition considered. Tax loss meat packing corp. Central New Jersey new U.S.D.A. Inspected plant. Slaughtering and boning operations. Pork, veal and beef. Principals only. FS-105, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

**BECAUSE OF ILLNESS:** Will sell 85% of the stock in the following business for less than \$20,000.00. Complete, well equipped modern sausage kitchen, pork cut-up operation, with large freezer storage room. Doing wholesale business in northeastern Ohio. FS-206, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## HOG • CATTLE • SHEEP

### SAUSAGE CASINGS ANIMAL GLANDS

Selling Agent • Order Buyer  
Broker • Counsellor • Exporter • Importer

**SAMI S. SVENDSEN**  
407 SO. DEARBORN ST., CHICAGO 5, ILL

## E. G. JAMES COMPANY

Brokers since 1922

316 So. LaSalle St., Chicago 4  
HA 7-9062 • Teletype CG 1780

Fruit & Produce Exchange, Boston 9  
RI 2-1250 • TT BS 897

Broad Coverage U. S. & Canada  
Meats, Animal Glands, & Packing House Products  
Machinery, Equipment & Supplies

## HOG BUYERS EXCLUSIVELY

W. E. (Welly) Farrow  
Earl Martin

## FARROW and COMPANY

Indianapolis Stock Yards • Indianapolis 21, Ind.  
Telephone: MEIrose 7-5481



MAKE PURCHASING EASIER  
USE THE "YELLOW PAGES" OF  
THE MEAT INDUSTRY—

the classified volume for all your plant needs

The Purchasing GUIDE for the Meat Industry  
A NATIONAL PROVISIONER PUBLICATION



# CONTINUOUS OVERHEAD BLEEDING AND SCALDING TUB PULL-THRU CONVEYOR SYSTEMS

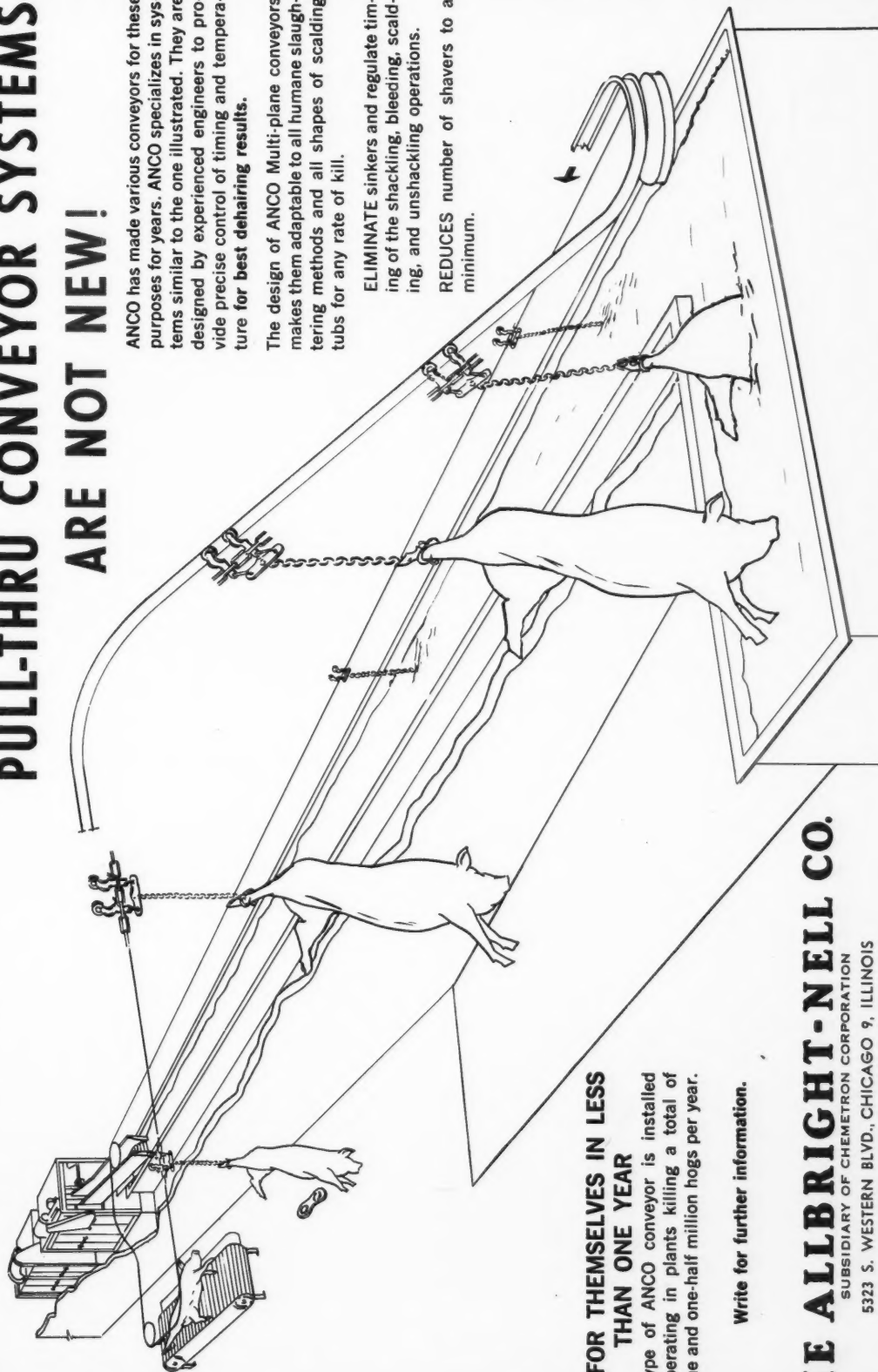
## ARE NOT NEW!

ANCO has made various conveyors for these purposes for years. ANCO specializes in systems similar to the one illustrated. They are designed by experienced engineers to provide precise control of timing and temperature for **best dehairing results.**

The design of ANCO Multi-plane conveyors makes them adaptable to all humane slaughtering methods and all shapes of scalding tubs for any rate of kill.

**ELIMINATE** sinkers and regulate timing of the shackling, bleeding, scalding, and unshackling operations.

**REDUCES** number of shavers to a minimum.



**PAY FOR THEMSELVES IN LESS  
THAN ONE YEAR**

This type of ANCO conveyor is installed and operating in plants killing a total of over one and one-half million hogs per year.

Write for further information.

## THE ALBRIGHT-NELL CO.

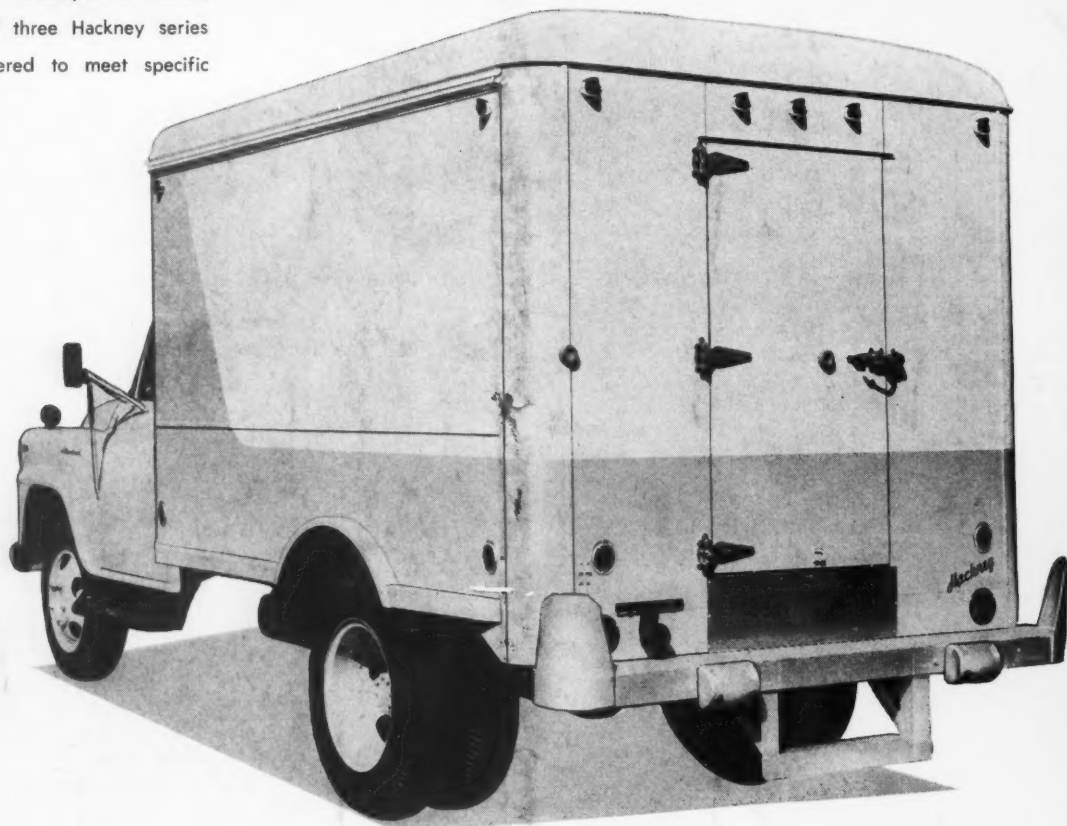
SUBSIDIARY OF CHEMETRON CORPORATION  
5323 S. WESTERN BLVD., CHICAGO 9, ILLINOIS



# BODIES by HACKNEY

Last Longer

Here's the work horse for your congested routes. It's the popular Metropolitan Series, one of three Hackney series engineered to meet specific needs.



The sturdiness of any truck body is determined by the quality of its frame. This you can't see in a refrigerator body. It's entirely enclosed. But Hackney doesn't permit poor construction just because it's hidden.

Every Hackney frame is carefully jig-built of quality steel in the proper gauges and shapes.

The frame is electrically welded into a solid unit. It's galvanized to retard rust. It won't twist out of shape. It will take punishing stop and go operation with ease. Long life is assured.

We'd appreciate your trying a Hackney body to learn first hand how sturdy and reliable they are.

Now is a Good Time to Order Your Hackney Bodies

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